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Leslie's

Illustrated Weekly Newspaper
Established in 1855



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COMRADES AFTER THE BATTLE

Official British photograph made at the front for LESLIE'S
showing two wounded German prisoners.

IN THIS ISSUE — "FROM ORPHAN BOY TO OIL KING," BY B. C. FORBES

Lexington \$1185

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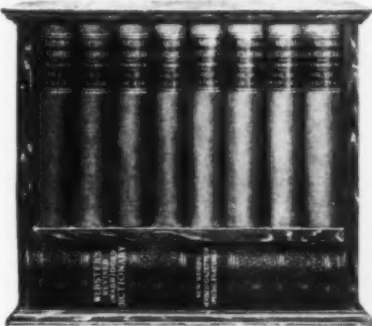
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ILLUSTRATED WEEKLY NEWSPAPER

The Oldest Illustrated Weekly Newspaper in the United States

Established December 15, 1855

EDITED BY JOHN A. SLEICHER

"In God We Trust"

CXXIII THURSDAY, SEPTEMBER 7, 1916 No. 3183

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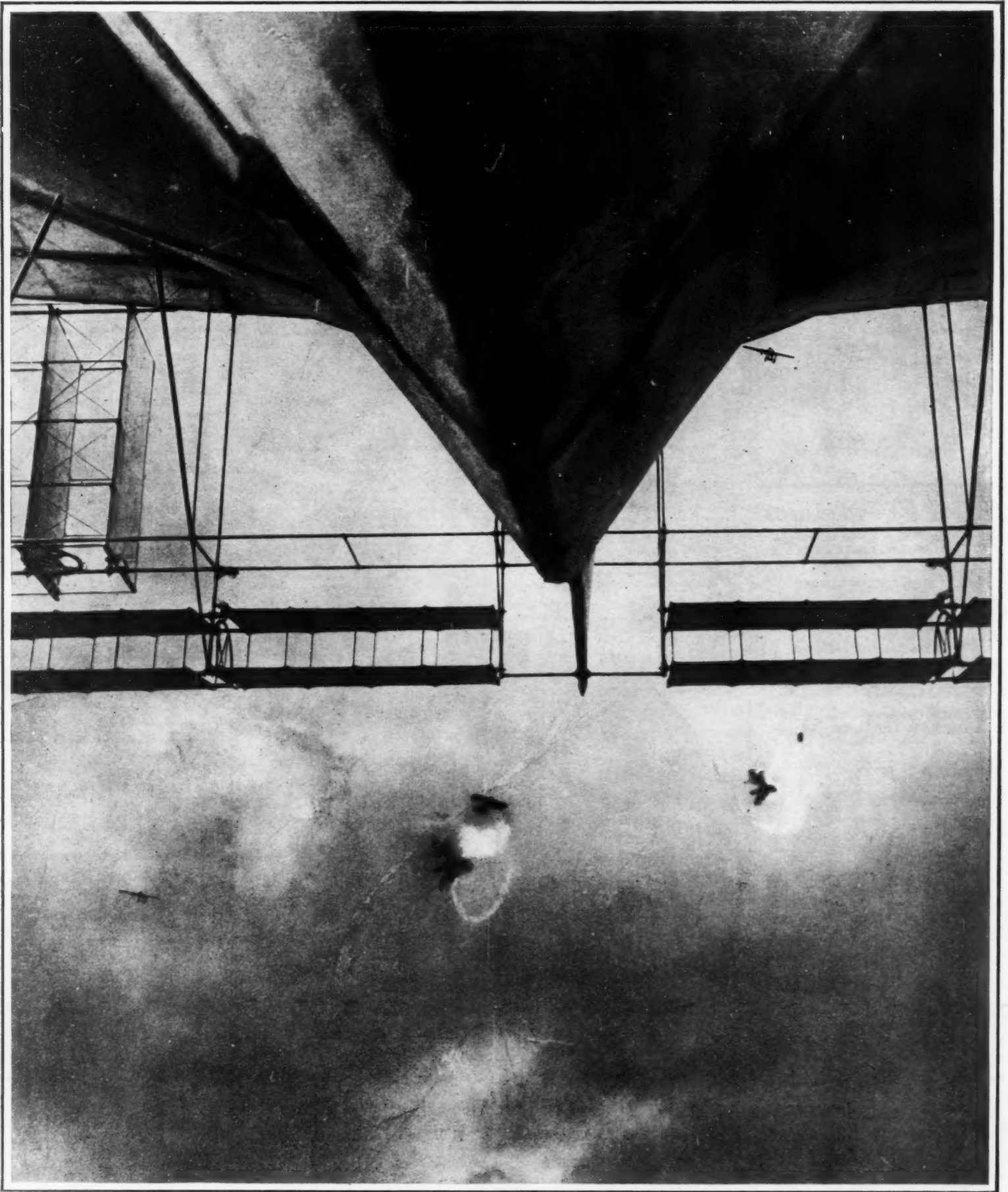
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PHOTOGRAPHED FROM A ZEPPELIN



BATTLE IN THE AIR DURING A GERMAN RAID ON ENGLAND

CLEVELAND WORLD FEATURE SERVICE

This photograph—one of the most remarkable of the war—was made from the bridge of a zeppelin, looking toward the stern. The triangular body at the top of the picture is the keel of the gas envelope and the box-like arrangements are rudders. Note that three aeroplanes are shown, one immediately under the gas bag and the other two considerably below the zeppelin. The two white puffs are exploding bombs, dropped from other aeroplanes soaring

above the zeppelin at the moment the picture was taken. The zeppelin was raiding England and all the aeroplanes were hostile, but were not able to damage the huge airship, which had a speed greater than that of its pursuers. The bombs in the picture have dropped well astern of the zeppelin, indicating that she was at that moment outdistancing her pursuers. Germany is reported to be constructing many new zeppelins, with which she intends to severely harass England this fall.

EDITORIAL

LET THE THINKING PEOPLE RULE!

BETRAYED!

LABOR deserves its fair reward and, like capital, can get it only by deserving it.

Labor suffers whenever its great thinking majority does not control as it has a right to do.

This majority is orderly and fairminded. It does not countenance violence, the bludgeon, the knife, the pistol and the firebrand.

It manifested no sympathy with the dynamiting of the Los Angeles *Times* or with the convicted so-called labor leaders in Chicago when they were recently sentenced to jail for conspiracy and black-mail.

The thinking majority would not tolerate the reelection to places of honor in their organization of leaders who had been convicted of dynamiting as at Los Angeles.

The majority would not follow any leader who acknowledged, as one did in New York recently, that he was associated with another so-called "leader" in San Francisco while the latter was under indictment for murder.

Infinite harm has been done to organized labor by the failure of the majority of its members to protest against leadership that has betrayed them.

They were betrayed in the Danbury Hat strike. The promise made to the striking hatters that they would be protected from loss resulting from the action in the courts was deliberately broken.

They were betrayed in New York City when Sam Parks, now in State Prison for his crime, sold them out.

They were betrayed in Los Angeles by dynamiters now in stripes, and they are being betrayed today on the Pacific Coast by leaders facing long terms in prison.

If Mayor Mitchel had promptly declared that he would not yield to the demand of the car union of New York to reinstate employees who had been convicted of misdemeanors during the strike, he would have shown the kind of backbone that the employees and the public generally admire.

Let organized labor get rid of its betrayers and of all the political hangers-on who trade for political offices on the absurd claim that they can deliver the labor vote.

No one man or set of men controls the votes of the workingmen of the United States. These are the most independent of all our voters.

In their hearts thoughtful workingmen despise the demagogues who seek to curry their favor and trade upon their votes.

SAFETY IN ARBITRATION

WHILE the heated controversy between the railroad managers and the Brotherhood of Trainmen was going on at Washington, it seemed to escape public notice that the International Typographical Union, perhaps the strongest body of workingmen in this country, was signing in Baltimore, a five years' agreement with the American Publishers' Association by which every difference between the union and its employees will be arbitrated along fixed lines.

The greatest issue involved in the railroad controversy was that of arbitration, for its overthrow, as was well said by Mr. Holden, "would imperil all that had been accomplished in the peaceful adjustment of labor controversies by methods of arbitration."

This fact was recognized by President Wilson in his telegram to Colonel Pope, when he declared that he "held to the principle of arbitration with as clear a conviction and as firm a purpose as any one." This was a wise conclusion, for obviously it would be preposterous to refer all labor disputes to the White House.

The contention of the railroad men was foreseen three years ago when, at the urgent solicitation of the heads of the railroad brotherhoods, including three of those who are still in office, the Newlands Law was passed by which railway controversies over wages and hours of employment could be arbitrated.

The very serious questions raised on both sides at Washington demanded earnest investigation by fair-minded arbitrators. These questions included the claim of the railroads that an annual \$100,000,000 was involved, that an eight-hour day meant receiverships, that the strike was threatened by only 400,000 employees out of

THE FUTURE NEWSPAPER

BY COL. HERBERT F. GUNNISON
OF BROOKLYN

THE journalism of the next decade will be sane, sober and sincere; sane as opposed to silly; sober as opposed to sensational; sincere as opposed to selfish. There will be more newspapers for discriminating readers and fewer catch-penny sheets. The newspaper of tomorrow will aim to be sound as well as to resound; it will be a newspaper of sense, but not of sensation, devoted to service, but not cringing servility.

2,200,000, and that protests against the strike signed by thousands of railroad employees proved that the demand for an eight-hour day was made by only 18 per cent. of the railroad men.

On the other hand, the trainmen contended that their hours of service were severe, and that they were justly entitled to the relief they sought. In any controversy involving such wide differences, arbitration would be the wisest, safest and most equitable plan of adjustment.

A jury decides on the innocence or guilt of every man in every court. It passes on the question of damages to persons or property. The jury is the arbitrator of the law. The whole tendency of the times is to extend the influence and potency of arbitration. Even a high court of peace for all the nations has been invoked, and it is conceded that arbitration would have prevented the awful war in Europe.

In Canada and Australia, labor disputes must be arbitrated before there can be a strike. The public welfare is considered of prime importance. The people of this country have a right to demand that they receive first consideration from our lawmakers.

If they do not impress this demand upon their members of Congress, they invite a succession of evils, the end of which no man can foresee.

THE CALL FOR UNIFORM LAWS

IT is not more laws that we need but more uniform laws. So declares the committee on uniform State laws, of which Charles Thaddeus Terry is chairman, in reporting to the recent annual meeting of the American Bar Association at Chicago.

For years this association has been trying to bring order out of the chaos produced by forty-eight State Legislatures, each afflicted with the mania for new laws. Three acts affecting interstate rights and interests, which have been the subject of analysis and debate for six years, are recommended by the committee to the legislatures of the various States for enactment into law.

The first provides for uniform land registration and the establishment or designation of necessary courts of registration. The second recommendation provides for uniform laws and procedure for the probating of foreign wills; and the third is a uniform flag law to prevent and punish the desecration, mutilation or improper use of the flag of the United States or of any State.

These measures are but a beginning in the large task of unifying the laws of the States in so far as they concern interstate matters. Business is throttled or hampered on all sides by conflicting and contradictory laws and regulating commissions. State legislation covering local questions and Federal legislation for national needs provide an almost ideal system of government, but it will justify itself practically only when the legislatures of the various States seek to secure uniformity so that the law shall apply equally to the rights of all men alike, a condition which is of the very essence of democracy.

LET THE PEOPLE RULE!

A NEW YORK preacher recently protested against keeping the Sabbath as the Puritans kept it. He favored Sunday recreation.

A pretty girl in Pennsylvania kissed 971 soldiers belonging to the Pennsylvania National Guard when they stopped on their way to the border.

A wandering Italian laborer who begged for a job in New York recently saw his employer's son struggling in the water while swimming and in endeavoring to save him was drowned.

Three hundred men went on a strike in a Youngstown iron mill recently because their pay checks were made

out to show what the employee received before May 1st and what he now receives.

A Pennsylvania girl, age 21, who had been missing since last Easter, was found in a room where she had been locked up by her parents, on the ground that she was being bewitched by an herb doctor.

Senator Tillman, of South Carolina, proposes a battleship of 60,000 tons, about twice the size of our latest superdreadnought, to paralyze all rival navies. It will be christened "Skeered o' Nothing."

Of the 100,000,000 persons in the United States, 60,000,000 have no church connections. The country spends \$1,200,000,000 annually for tobacco and one-fifth that sum for the churches.

The Reverend John McNeil of Denver, Presbyterian, recently said to a New York congregation: "You cannot be saved unless you break through the goose step of the church parade and go direct to Jesus."

A New York business man recently distributed \$15,000 among his employees and disclosed to them that when he came to this country from Austria 30 years ago as an immigrant he had only 19 cents and with this successfully started business.

An old man in a New York village, who never had \$5 before in his life, recently fell heir to \$60,000 and said: "No one ever knows how many friends he has until he has a fortune left to him. I have received ten invitations to dinner already from people who hadn't spoken to me in thirty years."

And so the people rule.

THE PLAIN TRUTH

TELEPHONE! A contract is a contract, but many think that a contract with a corporation is different from one with an individual and seek to take advantage of the belief. The Utah Supreme Court has just decided that a contract between a telephone company and a subscriber in which the latter agrees to use the telephone only for his own business is violated when the instrument is used as a public pay station. This is common sense and equity.

PANIC! The buyers' panic which was largely responsible for the advance in many things is subsiding and with it the extraordinary prices of some of the commodities especially affected by the war have slumped amazingly. The decline has been especially noticeable in tungsten and spelter and now it is observable in gasoline, and before long it will be felt in the paper and other markets. In Wall Street it has been manifested in the auto, powder and war stocks generally. Higher prices may prevail in the future, but they will not be the panic prices of war times. Economic conditions always adjust themselves and if an excessive demand results in excessive prices, a reduction in consumption always follows until the normal balance is restored.

INSPIRATION! Seventy-seven years ago a sixteen-year-old boy left the little German town where his family had lived for two centuries and came to America. He had no money, but he did have integrity, thrift and perseverance. But probably you know the story of James Seligman, who, for the half of the last century, was one of the leading financial figures of this country, a confidant of Presidents in the nation's industrial upbuilding, a benefactor of his religion and his race. If you don't know about the life of the grand old man who, at the age of 93, died the other day, you have missed one of the most inspiring biographies you can ever read. Self-made men of this type, who are to be found in every part of this country, have always despised the bread line and bundle day. The world owed them a living, it is true, and they proved that fact by going out and making their mark.

HERALD! The enormous increase in the price of newsprint has led many daily one-cent newspapers to double their price, but the price of paper has no terrors for the New York *Herald*, which still holds its place in every part of the world as the representative journal of the United States. The recent announcement that the price of the *Herald* was to be reduced from three cents to one cent per copy, excepting on Sundays, is doubtless explained by the fact that all the leading morning dailies of worth are now on the one-cent basis, though with one exception every one is worth fully the former price of the *Herald*. With the proud position it attained under the elder Bennett and which it has never abdicated, the *Herald* in the one-cent field becomes a center of interest in the closely competitive journalism of New York City. So far as outward evidences go it is the same old *Herald*, alert, enterprising and always independent.

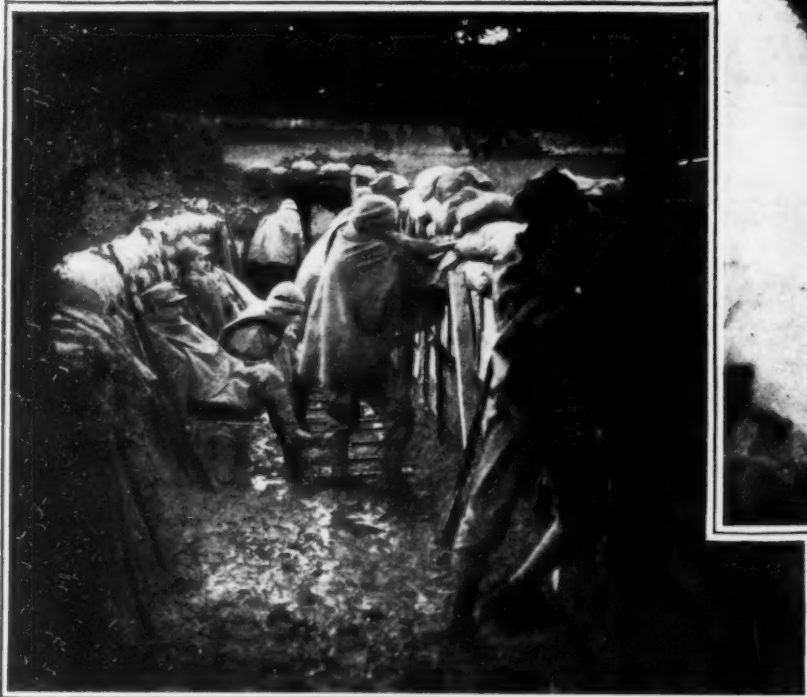
ITALY'S CAMPAIGN AMID

FROM DONALD C. THOMPSON.



FIRST-LINE TRENCH OVERLOOKING AN AUSTRIAN TOWN

Italian soldiers on the edge of a mountain height, with a town held by the Austrians in the valley below. The troops are of an Italian Alpine regiment, and are at home on the steep slopes. The warfare between Italy and Austria has been exceedingly difficult because most of it has been fought at high altitudes and in a rugged country. Even in summer in the higher localities the soldiers are within sight of snow-capped peaks.



CEASELESS VIGIL OF THE TRENCHES

Half the soldiers sleep while the other half stand guard. In the higher Italian trenches it is not possible to change the regiments frequently as is done on the French front, and the men sometimes get long tours of trench duty. This makes it necessary that they do their sleeping in the trenches.



A ROAD ALONG THE EDGE OF THE ABYSS

Italian troops picking their way up a narrow road on the face of a precipice. The lake at the extreme left of the picture is 1,500 feet below the road, which winds up a mountain 7,000 feet high. In some places trenches are maintained at 9,000 feet, and frequently the hostile lines are so close that the men can see each other's eyes as they peep through loopholes. In some arid regions the difficulties of supplying the men with water are enormous.

THE CLOUD-CAPPED ALPS

STAFF PHOTOGRAPHER FOR LESLIE'S



ON THE SUMMIT OF MONTE NERO

This mountain has been one of the famous spots in the Italian-Austrian front. Some of the most desperate mountain warfare has been waged on and around it. The photograph shows Italian sharpshooters in the region of perpetual snows. The problem of supplying men with food and ammunition in such localities is a heavy one, and great ingenuity has been displayed in hauling supplies up the mountains.



OBSERVERS DIRECTING ARTILLERY FIRE

A party of officers perched on a crag in the Dolomite Alps, observing the work of their artillery and correcting ranges. It is in such difficult positions that much of the fighting has been done. Cannon have been dragged up precipices, sometimes in sections. Shells have been carried up in baskets by men and women, and hauled up by block and tackle. But in one way or another the guns have been fed, and little by little the Italians have pushed the Austrians back. Some of the most stubborn fighting of the whole war has been done on this front.



CROSSING A MOUNTAIN TORRENT UNDER FIRE

Infantry advancing across a mountain stream, while the Austrian sharpshooters are peppering them with bullets. The men crouch low and hurry that they may be the less ex-

posed to the fire. Italians never advance in close formation, but even if their tactics permitted such formations they would not be possible in the broken country of the Alps.

MEN WHO ARE MAKING AMERICA

JOHN D. ARCHBOLD--THE COUNTRY PREACHER'S ORPHANED SON WHO MADE HIMSELF THE SECOND MAN IN THE OIL INDUSTRY

BY B. C. FORBES



ONE OF THE WORLD'S LARGEST AND NEWEST OIL REFINERIES AT BAYWAY, N. J.

SCENE 1

A LITTLE Ohio lad, only twelve, hungry for knowledge but poor in pocket, volunteers to light the fires in the local school and do chores around the schoolhouse if the head master will teach him Latin in the evenings. His father is dead, his widowed mother needs support, and after only one year of chores by morning and these special studies by night, he is sent to work in a village store.

SCENE 2

At 16 the lad, fired with ambition, and totally unafraid, emigrates to Pennsylvania to join the *mélée* which the discovery of oil had started there. He arrives at Titusville, the center of the excitement, without a friend to give him counsel or aid, and with few dollars in his pocket. He starts a search for work—he is a little fellow for his years, a mere slip of a school boy, but he finds a job as office boy, or clerk, with an oil firm.

SCENE 3

From eleven to one o'clock every day there gathers around a huge table in the best-known business building in New York a group of directors whose activities and interests transcend those of any other directorate in the world. The business built up and handled by these men and their predecessors covers every civilized and nearly every uncivilized country on the face of the earth. Their organization has been and is the greatest wonder of the industrial and commercial world. In the days of small units it became a large unit. It had learned and had practiced efficiency before Bismarck had finished his work of welding Germany into one great, efficient nation. When others were content with local and domestic business, it created a national and an international business. When others were satisfied with picayune processes and appliances it evolved costly scientific methods and colossal plants. It developed its own transportation facilities by land and by sea—to-day one of its companies alone has one of the greatest fleets of steamers in operation or under construction in America, over fifty of them, plying to every important port of the seven seas, while its allied companies also have large fleets. Its sales to foreign nations have brought to this country several billions of dollars and is still bringing in a stream of gold for the sustenance of American workmen, American homes and American enterprises. It has disbursed in dividends hundreds of millions to many thousands of stockholders—40 per cent. was the usual rate before "dissolution"—and the present market valuation of the parent enterprise is approximately \$500,000,000.

At the head of the table where the destinies of this vast organization are daily shaped sits and has sat for years the Ohio lad who volunteered to kindle school fires and do chores to earn lessons in Latin and who, at 16, went out to fight the world unafraid and alone.

He is John D. Archbold, president of the Standard Oil Company of New Jersey.

ALWAYS FULL OF AMBITION

"Had you any idea when you first struck the oil fields that one day you might attain something like your present position? Had you big ambitions?" I asked Mr. Archbold.

"I always was full of ambition," he replied. "In my case it was spurred by necessity. My father was a Methodist preacher and died when I was 11, leaving us as poor as preachers usually leave their families. My oldest brother was also a preacher and teacher, with a family of his own, so he couldn't help as much as he would have liked. My second brother had joined the army on the outbreak of the War between the States. So I was anxious to do something for my mother."

The little fire-lighting-Latin incident reveals that thus early he had acumen enough to realize how best to fit himself to be of use.

He was born in Leesburg, O., to which State his maternal grandfather, Colonel William Dana, had gone from Massachusetts in a prairie-schooner. Ohio was not then threaded with railroads, studded with manufactories or dotted with towns. Only daring pioneers had ventured so far West in those days—towards the end of the eighteenth

now, for a vastly superior article, in bulk, is about five cents a gallon.)

Although his weekly wages as a grocery boy had gone up only from \$1.50 when he started to \$5 in the next two or three years, he had lived so frugally that, in addition to what he had contributed to the family support, he had saved something like \$100 before he was sixteen.

He would boldly set out for the new El Dorado in William Penn's country!

HIS COURAGE WAS GREAT

It was a venturesome stroke for a boy of 16, especially one under rather than over average physical proportions. But young Archbold's courage was so great that it left no room for fear or doubt. Also, there was in him the embryo of what was to develop into his most conspicuous quality: ability to grasp with lightning rapidity the possibilities of a new situation and to shape his course accordingly.

Titusville had sprung up as the metropolis of the Pennsylvania oil boom. To Titusville Archbold went in June, 1864, prepared to tackle anything connected with the oil industry.

He succeeded in getting a modest position in the office of William H. Abbott, one of the largest and most reputable oil-dealing houses in the whole territory.

In three years, before he was 19 years of age, he was admitted into partnership.

Why? Not because of pull, for Archbold had not even an acquaintance when he entered the region. Not because of his money, for his savings, all but \$1,000, had gone to buy his mother a home of her own in Salem, and to send his young sister to college. Not because of his age, for he looked even younger than his 19 years.

John Dustin Archbold had done in the oil industry what Charles M. Schwab did in steel, what James J. Hill did in railroading, what Charles F. Brooker did in brass, what Frank A. Vanderlip did in banking, what Thomas A. Edison did in electricity, what, in short, every conspicuously successful man has done, namely, ripped off his coat, jumped into the arena and applied both head and hands day and night in studying his business from base to copstone until master of both theory and practice, familiar with its every angle and quick to devise improved methods and to create wider opportunities.

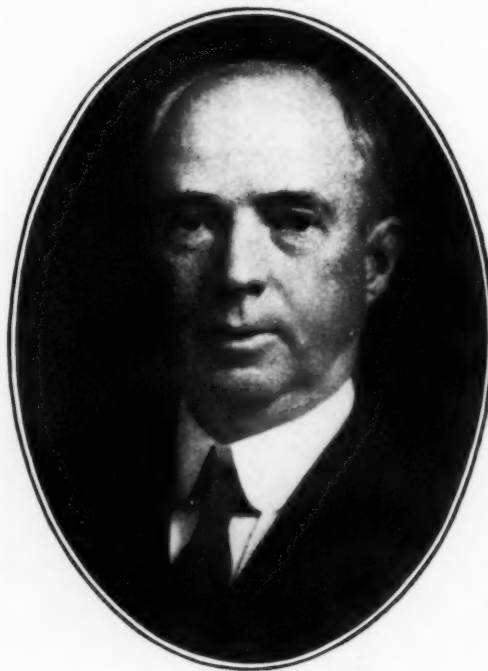
Archbold, the office assistant, did not sit contentedly on a high stool scratching figures and keeping his collar and his fingers clean. He tramped through oozing oil fields and mud holes up to his thighs. He learned on the spot how oil wells were drilled, how the crude fluid was caught, how it was refined. More, he studied very specially the transportation problems. There were no pipe lines in those days; the oil had to be transported in barrels, teams dragging loads to the railroad where it was shipped to New York and other points. Furthermore, young Archbold applied himself to analyzing "indications" and became something of an expert in this important line. He quickly learned, also, how to sell.

William H. Abbott therefore knew what he was doing when he took the 19-year-old hustler into partnership.

A year later Mr. H. B. Porter, who had been admitted into the firm, became largely interested in a refinery at Titusville and the firm's business expanded so greatly that it was decided to open a selling agency in New York.

Although only 20, Mr. Archbold was selected for this important post. He opened offices in the metropolis and handled not only the oil of his own concern but the product of a number of others, and built up a very extensive business.

(Continued on page 269)



JOHN D. ARCHBOLD

century. Israel Archbold, father of John Dustin, was a native of Virginia, and it is remarkable how strongly the son has inherited and preserved the polite, soft-speaking, attractive characteristics and manners of old Southern families.

His first job was as boy-of-all-work in a store in the village of Salem, O., not far from Leesburg. But though his working hours, as was the universal custom then, ran more than a full round of the clock every day, he contrived to keep up his studies. His vision even then extended beyond the cramped horizon of a country store. He assiduously cultivated self-improvement. His teacher had often during the private sessions in the evening impressed upon him that education was one of the essential weapons for the battle of life and took special pains to help the bright, persevering little lad.

A diligent reader of the few newspapers he could lay his hands on, the alluring stories of fortunes being made overnight in the newly developed oil fields of Pennsylvania stirred his imagination and appealed to his ambition. The output of crude petroleum had jumped from less than 2,000 barrels for the whole country in 1859 to over 2,200,000 barrels in 1864 and had sold above \$12 a barrel, with refined selling at 65c a gallon in New York. (The price



THROUGH THE COMMUNICATION TRENCH

As soon as a batch of prisoners are taken they are rushed across the open space and, with a wounded or Red Cross man to guide them, they are turned loose in the communication trench that leads to the rear. They need no guards to hurry them along, for once men have thrown down their arms all courage seems to leave them. Self-preservation is their only instinct. All that they want is to get back out of range of their own guns. They never even think of trying to escape. This is a very recent official picture from the Somme.

PRISONERS

BY F. W. ZINN

PICTURES AND CAPTIONS ARE FROM A SOLDIER WHO WAS AT THE FRENCH FRONT FROM 1914 UNTIL RECENTLY WHEN HE WAS PROMOTED TO BE AN AVIATION STUDENT



CAPTURED IN THE BATTLE OF THE MARNE

Their health has not suffered in the 20 months they have spent in France. They have been housed in good, clean barracks and have been well fed. They get the regular peace-time army ration of meat, bread, soup, and vegetables. While, from the American standpoint, it may seem to lack variety, it is sufficient in regard to quality and quantity—being the same that all European troops are accustomed to during their military service. The French government supplies its prisoners of war with tobacco, and gives them the regular army pay so they are able to buy most of the standard luxuries from their camp canteen.



QUESTIONING PRISONERS

In other wars the prisoners taken were always considered important sources of information but now, due to the reconnaissances of the aviators and to the work of well-organized secret agents, the prisoners can seldom tell anything that is not already known. The intelligence officer who does the questioning does not, as a rule, waste his time trying to get unusual information out of a prisoner; he asks only a few simple questions about the man's regiment—where he came from, what he has been doing, and so on. By itself the information from an individual has no value, but by piecing together all that is obtained from a few hundred prisoners the General Staff can make certain uses of it.



BRINGING IN THEIR WOUNDED

German prisoners, under the escort of a French Red Cross man, taking one of their comrades to the hospital. They often also pick up and bring back our wounded. Their reason is probably because they are afraid that they may be mistaken for an attacking force and they want to show their good faith. In the case of the Bavarians and Saxons it may be partly a humanitarian instinct that prompts them.



ON ROUTE FOR THE INTERIOR

Once back out of range of the guns the prisoners are collected by the old Territorials and are given food and water and an opportunity to rest. The chances are that for the week preceding the attack most of their supplies have been cut off by the bombardment and they are terribly tired and

thirsty and are ravenously hungry. As soon as their needs have been supplied and they have sufficiently rested they are formed up "column fours" and march to the nearest rail-head where trains are waiting to take them into interior distributing camps. This picture, too, is a recent one from the Somme.

THE TREND OF PUBLIC OPINION

BY CHARLTON BATES STRAYER

THE PRESIDENT'S "BLOW AT ARBITRATION"

THERE was much difference of opinion regarding President Wilson's action in attempting to avert the threatened great railroad strike. That as a representative of the whole people he might properly exert his influence to prevent such a national disaster nobody seemed disposed to deny. Not the purpose he had in view, but the manner in which he went about realizing it, excited adverse comment. His attitude, said his critics, was not impartial, but partisan. He prejudged the case. On the 8-hour-day demand he took at once the side of the employees and strove to induce the railroad managers to concede that point without delay and to leave final settlement of this and other demands to future arbitration. The President assumed too much, his critics averred, when he asked practical railroad administrators to accept without an inquiry into all the conditions his dictation in the matter. The managers claimed that such a shortening of the day was not feasible in their business and that in demanding it the men were simply seeking, indirectly, material advances in wages which the roads were unable to pay. Here, it was argued, was a point in dispute which required investigation and a hearing and in urging the railroads to surrender, out of hand, the President dealt a blow at the principle of arbitration and set himself up as a dictator.

In its criticism the *New York Tribune* said: "President Wilson appealed to the railroad executives as one American citizen to another to avert this disaster—the threatened general railroad strike. If he had appealed with equal fervor to the representatives of the employees before publicly espousing their cause, it would have been vastly more fair and might have been more effective. . . Capital takes an intelligent and enlightened stand, while labor takes an unsound, selfish, arbitrary stand and the President of the United States backs up labor." The *New York Sun* also found fault with the President. It intimated that he had a political motive, and it also said: "We believe that he realizes that, whatever the outcome of his personal efforts, he dealt the principle of arbitration a terrible blow. Mr. Wilson confessed his realization of his error when he amazed the country by proclaiming that preparedness necessitated abandonment of approved processes for settling industrial disputes and the substitution thereof of dictatorship." The *Wall Street Journal* remarked: "The more the President's utterance is analyzed the more does it reveal an ignorance of the merits of the case, so complete as to disable Mr. Wilson's judgment entirely." On the other hand, the *New York Times* said that the President's telegram to Colonel Pope "must mean that his influence will be exerted to establish a permanent board of arbitration for the settlement of labor differences. This meets fairly and reasonably the objection of the railroad presidents to an enforced surrender of the principle of arbitration. They will not surrender it, they will take a step in the path which Mr. Wilson assures them will lead to the recognition and application of the principle." The *New York World* declared that "it is ridiculous to pretend that the President's suggestion sacrifices the principle of arbitration in industrial disputes. On the contrary, it looks to the re-establishment of that principle by due process of law, in which the rights of the public as well as the rights of the contestants are to be safeguarded. This is the furthest extension of the principle of arbitration which any President has proposed."

BRITAIN'S NEW NAVY GROWS FAST as the United States may build new ships for its navy it is not likely to outstrip Great Britain, who has, since the war began, added, according to the Associated Press, more ships to her navy than would make a complete navy for a second-rate power. It is said that a battleship laid down since the war started is now in commission, which, if true, is a marvelous record in speed of construction. Every ship being built now is the last word in vessels of its class. Service officers work hand-in-hand with designers and technical experts to utilize every lesson learned in the hard battles of the past two years. In spite of her losses Great Britain will probably finish the war with a bigger navy than she started with, and it will certainly be a better one. This, however,

need not cause the United States any worry. We are used to the fact that Great Britain could overwhelm us at sea in case of war. What should worry our statesmen is that she can crowd us off the sea in peace—can take the world's carrying trade away from us and keep it. This war gave the United States the chance to get back its shipping. The opportunity has been thrown away. With all our shipyards busy Congress stands by the criminal

peace but preparing for war was found in France. "When war was forced upon her," says Mr. Rose, "she defended herself with a courage never surpassed. In her we can see what would be the result of preparation in our own case. We should be strong, but for defense only." The events of the past two years prove, both in the case of the European nations and of China, that nothing is so conducive to national respect as the power to defend one's self.

AN OBJECT LESSON



What might happen to your Uncle Sammy if he were "too proud to fight."

La Follette Seaman's bill and fritters away its time on a silly ship purchase bill. Both acts are calculated to keep private capital from going into shipping, and it is only through private investment that we can ever build up a merchant marine. While the United States is thus frittering away an opportunity such as the world has never seen before, Great Britain, in the midst of a war for her very existence, is building merchant ships not merely to replace those she has lost in the war, but to increase her carrying trade when the war is over. The government is giving ship builders every assistance, with the result that at the close of hostilities the British flag will be more thickly studded over the seas than ever before.

THE SCARCITY OF FLAGS

SO hearty has been the response to the appeal for Americanism that a shortage of flags has resulted and manufacturers cannot catch up with orders. It has long been the custom to fly the flag from school and other public buildings. Now many homes make it a daily practice to display the Stars and Stripes. A church in Rochester, N. Y., has recently had a flag raising service on its lawn, the plan being to have the flag fly every day in the year. The South is as intensely loyal to the Stars and Stripes as any other part of the country. One of the best arguments for preparedness we have seen is an article by George B. Rose, vice-president of the Union Trust Company of Little Rock, Ark., and published by the bankers of that city. Mr. Rose holds that democracies stand for peace, that it is the kings and emperors and military aristocracies that long for war. He cites the fact that at the last Peace Conference at The Hague, only the two republics, France and the United States, really worked for peace. The best example of a nation seeking

SHELLS, THE KEY TO PREPAREDNESS

THE prodigal expenditure of shells is one of the amazing features of the European war. The first three weeks of the battle of the Somme British gunners rained upon the enemy half a million shells a day, or 10,000,000 projectiles in 20 days. *Drill Chips*, magazine of the Cleveland Twist Drill Company, gives 200,000 as the number of shells daily required by a respectable artillery force in action, and points out that the Frankford arsenal is the only one the United States possesses fitted for making field-gun ammunition, and that if it worked night and day for one year, "it might be able to supply just about enough shells for a single day's shooting." We talk about a million men springing to the country's defense between sunrise and sunset. Visionary as this is, we overlook the fact that every million soldiers in the field, as the *American Machinist* points out, calls for 3,000,000 trained workers, sweating in the factories for the support of the army.

Organization of industry is even a slower process than creation of new armies. Kitchener's army was ready to go to the front months before the stream of guns and shells from the factories had begun to run at full tide. *Drill Chips* shows that transformation of factories into munition plants requires months of preliminary thought. "Jigs and fixtures and dies," it says, "are not the product of a moment; designs, blue-prints and gauges do not grow on trees; and interchangeability of parts and intelligent inspection are the result of training and not of inspiration. German factories made the preparation years ago. Each little shop had a small order of shells to make each year so that when war broke out practically every factory in the empire was able instantly to take its place in the war-supply scheme." The National Security League is wisely attempting to secure for the United States efficient industrial preparedness through a complete inventory of the country's manufacturing resources and the introduction of small educational orders, so that manufacturers and workmen may become intimately acquainted with the manufacture of army and navy supplies. Chairman Howard E. Coffin of the Committee on Industrial Preparedness of the Navy Consulting Board, reports that over 30,000 manufacturing concerns, representing a total annual business of about \$3,000,000,000, all of which can render important service in the event of war, are being inventoried. Strategic railways also are an essential part of preparedness.

THE ABUSE OF PHILANTHROPY

A SIGNAL illustration of what we said recently about the seizure of the field of philanthropy by persons seeking sinecures for themselves and their friends is the collection of a relief fund of \$7,300, not a dollar of which ever reached its intended destination. Last winter the Rev. Dr. Charles T. Baylis, formerly pastor of a church in Brooklyn and prominent in Brooklyn Progressive politics, organized the Allies Hospital Relief Commission. Names of prominent people were secured in its support. Its president was ex-Judge Alton B. Parker, and among the officers were Henry Clews, Colonel Roosevelt, Oscar S. Straus and Gifford Pinchot. Thousands of persons were appealed to through the mails and many were impressed by the object of the relief proposed and the names of the officers. Dr. Baylis, as Director General, meant to be the whole affair. District Attorney Swann investigated the Commission and found that not only was none of the money collected applied to the aid of the wounded, but there were debts of \$2,000 besides. All the money had been used for organization purposes. The indictment of Dr. Baylis followed. Ex-Judge Parker notified the Director General of his dismissal, and the officials shouldered the \$2,000 indebtedness.

FIRST PLAYS OF THE SEASON



IRENE FENWICK
Who has the leading part in the exciting drama "The Guilty Man" at the Astor Theatre, New York City. It was one of the plays to open the new theatrical season.



ANN MURDOCK
In "Please Help Emily" which opened at the Lyceum Theatre August 14th. An unusually large number of new plays made their New York debuts in August this year.



THE DOLLY SISTERS
In "His Bridal Night," the uproarious farce at the Republic Theatre.



MARJORIE RAMBEAU
Who created a sensation in "Cheating Cheaters" at the Eltinge Theatre.



EMILY POLINI
In "The Silent Witness," a thrilling drama at the Longacre Theatre.

NEW YORK'S GOOD SHOWS ATTRactions TO WHICH YOU MAY SAFELY TAKE YOUR WIFE OR SISTER

Astor	The Guilty Man	Strong, well-performed melodrama
Belasco	The Boomerang	Last season's comedy success still going strong
Castro	Very Good Eddie	Clever musical comedy, also of last season
Cohan's	Seven Chances	Highly amusing farce-comedy
Criterion	Civilization	Thomas H. Ince's big motion-picture of the horrors of war
Eltinge	Cheating Cheaters	Successful comedy-melodrama
Empire	Sybil	Julia Sanderson in continuation of last season's musical comedy
Fulton	The Silent Witness	Sex-drama, well acted and presented
Gaiety	Turn to the Right	Lew Field's highly entertaining production
Harris	Fair and Warmer	The best farce of last year off to a new start
Lyceum	Please Help Emily	Amusing English comedy with Ann Murdock
Lynn	Katinka	Musical comedy success from last season
Mazine Elliott's	Broadway and Buttermilk	Blanche Ring as moving spirit in conventional melange
Shubert	The Happy Ending	Well-presented but boring and overdone play of now and the future

SEEN IN THE WORLD OF SPORT

BY ED A. GOEWY (THE OLD FAN)



WITH OUR BOYS ACROSS THE RIO

Troopers of Brig. Genl. John J. Pershing's expeditionary forces, sent into Mexico in pursuit of Villa, recently held a field day of unusual events to help pass the period of "watchful waiting." The picture shows the shoe race, in which the entrants ran to a box into which they placed their shoes. After these had been mixed by the referee, each man tried to recover his own, put them on and return to the starting point; but in the sorting every contestant was permitted to throw any shoe not his own as far away as he could. The winner was the man who first completed all the details.

AYE, 'T WAS EVER THUS

Shrilly comes the cry of extra,
And I bend a listening ear;
"Home team's won again, hi, extra!"
'Tis the newsies' cry I hear.
In elation then I hasten,
From my desk into the street;
I must read the news instanter
Cries like those to me sound sweet.
There it is in glaring headlines.

"Home team wins and takes the lead,"
Eagerly I buy a copy—
Of this victory I must read,
Crash! What's that? Has something
happened?
Aye, the game's gone up in smoke,
For I slipped from off the mattress:
Hit the floor—and then awoke.



JACK COOMBS

IN BALDOM'S REALM

Of the veteran twirlers who still are holding their own in the baseball limelight special attention is being focused upon Jack Coombs, because his good right arm is one of the factors which have been keeping the Brooklyn team at the head of the National League and more than one wise judge of the game believes that this club will take part in the 1916 world's championship series. Before joining the Superbas he was one of the standbys of the Athletics' pitching staff for seven years, and from present indications his years of usefulness in the big show are a long way from being over. Bobby Roth and his big bat have constituted a combination which has done much to make the Cleveland team the sensation of the American League this season. At the present writing he is one of the four best stickers in that organization. Not only is he listed among those who have made four hits in a single game, but his string of pinch-hitting feats has accounted for more than a dozen Cleveland victories.

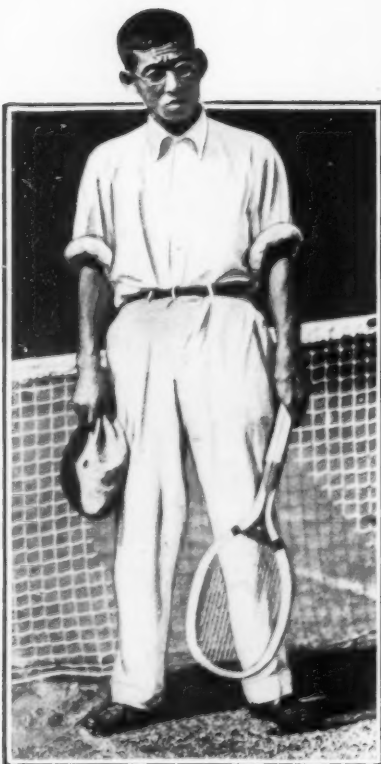


BOBBY ROTH



UP A TREE FOR STEALING

When a certain Mr. Bruin wandered out of the woods near Centralia, Wash., recently, and began stealing potatoes from a truck garden, he made a most serious mistake. A report of his depredations reached the owner of a pack of hunting dogs, and resulted in a chase in which, as the picture shows, the bear tried to escape capture by climbing a tree. He failed, however, and his pelt now graces the home of the owner of the pilfered vegetables.



JAPANESE DEFEATS SINGLES TITLE HOLDER

One of the greatest surprises of the current season, which has been prolific in form upsets, was the recent victory at Newport of Itchiya Kumagae, the Japanese crack, over William M. Johnson, singles title holder, for the Casino Cup, by a score of 6-1, 9-7, 5-7, 2-6, 9-7. It marked the second time in the history of the American game, a period of thirty-six years, that a foreign player took the premier honor on the Newport courts. Kumagae and R. Norris Williams, 2nd, now stand on the records as defeating the national title holder.



THE BRIGHTER SIDE OF THE WAR GAME

Sports were the feature of the recent Dominion Day celebration held at the military hospital, Woolwich, England, by convalescent troopers of the Canadian regiments, many of whom were wounded in the Ypres offensive. The picture shows Canadian nurses beating their patients easily in a sprint race.

PEOPLE TALKED ABOUT



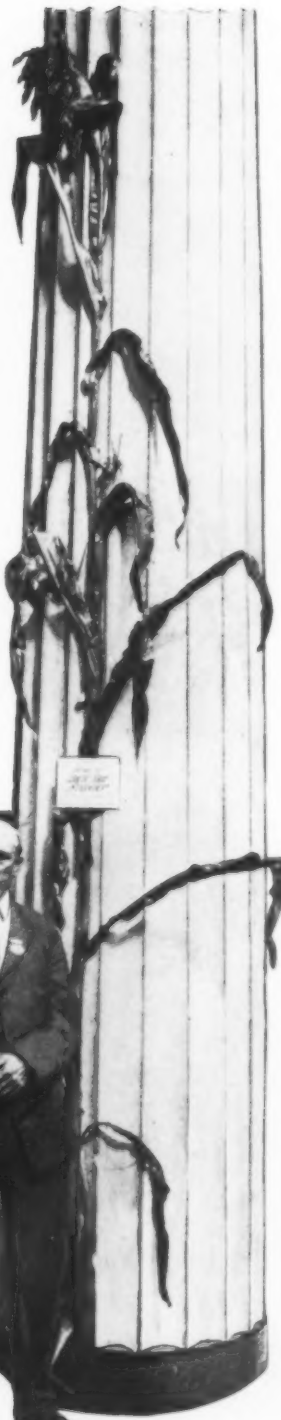
SOLDERS WHILE HER HUSBAND SOLDIERS

Mrs. Robert H. Smith, wife of Captain Smith of Company D, First Illinois Infantry, undertook to run her husband's plumbing business while he went to the border with his regiment. She is doing it, too, though she often has to don overalls and do real plumbing work. After two months Mrs. Smith announced that the business was for sale, saying that plumbing is no business for a woman. If she finds a purchaser she will take her three children and go to San Antonio to be near her husband.



BROUGHT DOWN TEN AEROPLANES

Sub-Lieutenant Aviator Guynemer, of the French army, who has brought down ten enemy aeroplanes. He is shown wearing his decorations, the war medal bearing no less than seven bars, each one of which stands for a destroyed 'plane, as does the medal itself. He has added two to his score since the photograph was taken.



CHAMPION CORN GROWER AT 80

Samuel Bouvier, a farmer near De Soto, Neb., for the past 60 years, and one of the oldest residents of the State, claims to be the most successful corn grower in Nebraska. Each year he takes samples of his corn to an Omaha newspaper office and issues a challenge. So far no one has disputed his assertion. He is here shown with a 14-foot stalk of his 1916 corn crop. Bouvier is 80 years old.



GAVE BLOOD TO FIGHT PLAGUE

Miss Houston Scott, the 14-year-old daughter of Major General Hugh L. Scott, U. S. A., of Washington, D. C., recently gave five ounces of her blood to be used in the preparation of serum for infantile paralysis cases. She had the disease when a small girl. Her sacrifice was made public only at the request of the Public Health Service, in the hope that it would prompt others to follow her example.



JAPANESE NATIONAL SECRETARY OF THE Y. W. C. A.

Miss Michi Kawai has been elected by the national board of directors of the Young Women's Christian Association to be national secretary of the association with headquarters in Tokio. She is the first Japanese woman to be so honored. Miss Kawai was the fourth Japanese woman to receive a diploma from Bryn Mawr, where she took honors in political science and history.

PICTORIAL REVIEW OF



TEXAS RANGER ON THE BORDER

Note the immense cactus in the back ground. The ranger on his stout little pony can thread his way in and out among the thorny desert growths with great facility.



ILLINOIS INFANTRY READY
The First Regiment is in camp at Lander. This is the hardest kind of training. A part of the day is spent on long practice marches, which are made as physical tests. These "hikes" as the soldiers call them are lengthened as the soldiers become fitter.



FIELD KITCHENS

This field kitchen looks rather primitive, but it works well, and the cook can prepare a meal on it in a surprisingly short time. The kitchen can be put up and smoking in less than 20 minutes after camp is made. Spaghetti, rice and coffee are prepared at one time.



SOLDIERS LIKE TO GO TO CHURCH

At Camp McAllen, where most of the New York guard is located, a church has been thrown open to the soldiers as a reading room. On Sundays services are held. When this picture was taken the church was filled and overflow meetings were held under canvas flies in front and at the side of the church.



CAMP WILSON AFTER

This is a sample of what happened to Camp Wilson, near San Antonio, when the worst tropical storm that has ravaged Texas in years, struck it. Two-thirds of the tents were blown down.

ON THE GUARD IN CAMP



WET TIME IN A DRY COUNTRY
Texas isn't usually a rainy district, but a heavy downpour flooded Camp Cotton, near El Paso, and gave the Fifth Massachusetts a soaking. Some of the men did not need to leave their tents to take baths.

COUNTRY READING CAMP AFTER A HIKE
Camp at Landa, Tex., where it has been undergoing... A part of the process of hardening the men is to send... which, under the hot sun of the border, become real... as the soldiers call them are short at first but are... as the soldiers become used to them.



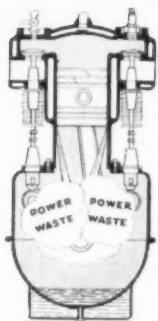
THE "LOCO" HORSE
"Loco" is Spanish for crazy, and the word was not misapplied in case of this animal. When the soldiers attempted to harness him he roared like a lion and was finally harnessed lying down, after his legs had been securely tied.



WILSON AND THE STORM
The men were drenched. The storm also left the ground very muddy, but in a few days everything was dried out again and the damage repaired.



FIELD KITCHEN ON THE MARCH
These field kitchens are drawn by horses or mules, and keep cooking while en route, so it is always possible to have hot meals ready on time. The guard is not fully equipped with these kitchens, but those in use are so successful that every company should eventually have one.



Escape of Power



How the Right Oil saves gasoline

THE only thing that sends power through the engine is the gas explosion.

If the combustion chamber is sealed tight the explosion acts with full force on the piston head.

But unless the combustion chamber is kept tightly sealed, part of each explosion escapes. The result is weakened power, and wasted gasoline.

Right here sealing the piston rings comes in as an important factor. Only one thing can prevent escape of power past the piston rings. That is a proper piston ring seal.

Your lubricating oil must provide this seal. But piston clearances vary in different types of motors—from .002 of an inch to .010 of an inch. Different motors therefore demand oils of different body.

Today thousands of cars are wasting power and gasoline with every piston stroke—simply because their lubricating oil does not properly seal the piston rings. Compression is lost. Part of each explosion escapes past the piston rings.

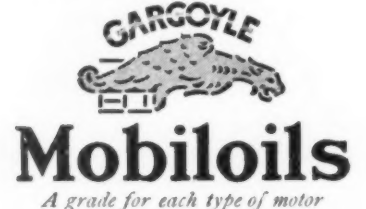
This power-loss means waste of gasoline on level roads. It means also lessened power on the hills.

In the chart on the right you will find the correct grade of Gargoyle Mobiloils for your car. Among the many important factors entering into the determination of the correct grade, the piston clearance in your motor was given careful consideration. The oil specified will give your engine a proper piston ring seal. If your car is not listed, a copy of our complete Lubricating Chart will be sent you on request.

Remember—a proper piston ring seal means more power on the hills—more mileage from your gasoline.

An Economical Demonstration

It will probably cost you less than a dollar to fill your crank case with the correct grade of Gargoyle Mobiloils. The results will speak for themselves.



In buying Gargoyle Mobiloils from your dealer, it is safest to purchase in original packages. Look for the red Gargoyle on the container. For information, kindly address any inquiry to our nearest office.

VACUUM OIL COMPANY
Rochester, N.Y., U.S.A.

Specialists in the manufacture of high-grade lubricants for every class of machinery. Obtainable everywhere in the world.

Domestic Branches:
Chicago Philadelphia Minneapolis
Boston Pittsburgh Indianapolis
New York Kansas City, Kan.

Correct Automobile Lubrication

Explanation:—The four grades of Gargoyle Mobiloils, for gasoline motor lubrication, purified to remove free carbon, are:

- Gargoyle Mobiloil "A"
- Gargoyle Mobiloil "B"
- Gargoyle Mobiloil "E"
- Gargoyle Mobiloil "Arctic"

In the Chart below, the letter opposite the car indicates the grade of Gargoyle Mobiloil that should be used. For example, "A" means Gargoyle Mobiloil "A," "Arc" means Gargoyle Mobiloil "Arctic," etc. The recommendations cover all models of both pleasure and commercial vehicles unless otherwise noted.

MODEL OR CARS	1916		1915		1914		1913		1912	
	Winter	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter	Summer
Albion Detroit	A	A	A	A	A	A	A	A	A	A
Apperson (8 cyl)	A	A	A	A	A	A	A	A	A	A
Auburn (4 cyl)	A	A	A	A	A	A	A	A	A	A
Auburn (6 cyl)	A	A	A	A	A	A	A	A	A	A
Aurocat	A	A	A	A	A	A	A	A	A	A
Avery	A	A	A	A	A	A	A	A	A	A
Mod. 54 C.C. (4 cyl)	A	A	A	A	A	A	A	A	A	A
Briscoe	A	A	A	A	A	A	A	A	A	A
Black (8 cyl)	A	A	A	A	A	A	A	A	A	A
Cadillac	A	A	A	A	A	A	A	A	A	A
Case (8 cyl)	A	A	A	A	A	A	A	A	A	A
Chalmers	A	A	A	A	A	A	A	A	A	A
Model 6-30	A	A	A	A	A	A	A	A	A	A
Chandler Six	A	A	A	A	A	A	A	A	A	A
Case (4 cyl) (water)	A	A	A	A	A	A	A	A	A	A
Chrysler	A	A	A	A	A	A	A	A	A	A
Cole (8 cyl)	A	A	A	A	A	A	A	A	A	A
Cummins	A	A	A	A	A	A	A	A	A	A
Delaney Belleville	A	A	A	A	A	A	A	A	A	A
Detroit	A	A	A	A	A	A	A	A	A	A
Dodge	A	A	A	A	A	A	A	A	A	A
Empire	A	A	A	A	A	A	A	A	A	A
Federal	A	A	A	A	A	A	A	A	A	A
Fiat	A	A	A	A	A	A	A	A	A	A
Ford	A	A	A	A	A	A	A	A	A	A
Franklin	A	A	A	A	A	A	A	A	A	A
Grant	A	A	A	A	A	A	A	A	A	A
Haynes (12 cyl)	A	A	A	A	A	A	A	A	A	A
Hudson	A	A	A	A	A	A	A	A	A	A
Super Six	A	A	A	A	A	A	A	A	A	A
Hupmobile	A	A	A	A	A	A	A	A	A	A
H. C. (4 cyl) (water, 2 cyl) (water, 4 cyl)	A	A	A	A	A	A	A	A	A	A
Jackson (8 cyl)	A	A	A	A	A	A	A	A	A	A
Jeffery (Chrysler)	A	A	A	A	A	A	A	A	A	A
Com. (Chrysler)	A	A	A	A	A	A	A	A	A	A
Kearney	A	A	A	A	A	A	A	A	A	A
Com. (Kearney)	A	A	A	A	A	A	A	A	A	A
Kelly Springfield	A	A	A	A	A	A	A	A	A	A
King (8 cyl) Com.	A	A	A	A	A	A	A	A	A	A
Kissel Kar Com. (Model 48)	A	A	A	A	A	A	A	A	A	A
Knox (Model 153)	A	A	A	A	A	A	A	A	A	A
Lucas	A	A	A	A	A	A	A	A	A	A
Lucas	A	A	A	A	A	A	A	A	A	A
Marion	A	A	A	A	A	A	A	A	A	A
Marion	A	A	A	A	A	A	A	A	A	A
Maxwell	A	A	A	A	A	A	A	A	A	A
Mercer (12-20)	A	A	A	A	A	A	A	A	A	A
Mitcheil (12-20)	A	A	A	A	A	A	A	A	A	A
Moline (8 cyl) Knight	A	A	A	A	A	A	A	A	A	A
Moon (4 cyl) (8 cyl)	A	A	A	A	A	A	A	A	A	A
National (12 cyl) (8 cyl)	A	A	A	A	A	A	A	A	A	A
Oakland (8 cyl)	A	A	A	A	A	A	A	A	A	A
Olinole	A	A	A	A	A	A	A	A	A	A
Overland (8 cyl) Packard (12 cyl) Com.	A	A	A	A	A	A	A	A	A	A
Page (6-20) (6-20 & 28) (12 cyl)	A	A	A	A	A	A	A	A	A	A
Ford	A	A	A	A	A	A	A	A	A	A
Pierce Arrow (8 cyl)	A	A	A	A	A	A	A	A	A	A
Regal	A	A	A	A	A	A	A	A	A	A
Renault	A	A	A	A	A	A	A	A	A	A
Richmond	A	A	A	A	A	A	A	A	A	A
Saxon	A	A	A	A	A	A	A	A	A	A
Schless	A	A	A	A	A	A	A	A	A	A
Simplex	A	A	A	A	A	A	A	A	A	A
Stearns Knight (8 cyl)	A	A	A	A	A	A	A	A	A	A
Stevens Dury	A	A	A	A	A	A	A	A	A	A
Stratford	A	A	A	A	A	A	A	A	A	A
Stutz	A	A	A	A	A	A	A	A	A	A
Vette (4 cyl)	A	A	A	A	A	A	A	A	A	A
White	A	A	A	A	A	A	A	A	A	A
Willis Knight	A	A	A	A	A	A	A	A	A	A
Winton	A	A	A	A	A	A	A	A	A	A

Electric Vehicles—For motor bearings and enclosed chains use Gargoyle Mobiloil "A" the year round. For open chains and differential use, Gargoyle Mobiloil "C" the year round. **Exception**—For winter lubrication of pleasure cars use Gargoyle Mobiloil "Arctic" for worm drive and Gargoyle Mobiloil "A" for bevel gear drive.

FRANCE'S HEROISM

BY MARIAN BONSALE DAVIS

EDITOR'S NOTE.—The writer of this sketch is an American journalist now giving her time and labor to France through the American Fund for French Wounded. One of her many duties is the distribution of supplies to hospitals near the front. She here sets down some of the impressions of one such trip.



WAR LEAVES ONCE PROSPEROUS CITIES LIKE THIS
A main street in the Belgian city of Ypres. Many of the cities and towns of Flanders and northern France are like this. The destruction of so many beautiful cities is one of the many burdens that the French people are bearing with fortitude.

TODAY I have been seeing the war from a new angle. I know how it is with you at home. You unfold the paper and before you turn to the sporting page you run your eye over the headlines with a routine murmur: "Dear, dear! It's still going on." And when you really try to realize the war, you think of it in fighting lines. But that isn't all the war—only a fraction of it.

Today I saw a side of it that will never get into the news. For it is the very opposite of news. Nothing happens. I motored through three little white villages. They were as still as death. You felt that nothing, nothing, would ever happen in those houses again. They seemed as dead as that.

HOLLOW FORMS OF LIFE

We were going, via Versailles, to the hospital at Rambouillet to deliver two bales of hospital supplies. It was a glorious stretch of road, lined with poplars most of the way, and you could almost forget the war until one of those white hamlets came in view. If they had been completely deserted—but no, there are some who are always left behind to go through the hollow forms of life and wait, and wait—! Here and there is a woman at work in the fields. In one doorway a cat, with feline indifference, sits licking her paws. And further on stands a returned soldier, one sleeve empty, waiting—whether idle or not, they are all waiting. That is the portion of the women and the men too old to fight. They must feel as though they had been dropped out of time, and you imagine that they never count the days of the week any more and there is no companionable tick-tock from the clocks, for the clocks are never wound. No daily newspapers come to tell them how the battle goes, and life goes on in a halting way while they wait and wait, dreading and hoping for the mail that may bring them good news of dear ones or the word of death.

DULLNESS OF WAR

Once you have passed through these hamlets you'll think of soldiers, the privates in a different way. They'll be farmers, bakers, blacksmiths, shopkeepers and road-menders from these forsaken villages. In Paris war may be dramatic, an inspiration, a tragedy, a horror. But it is dull, dull, dull, loneliness and emptiness of days, in those little white houses sleeping in the sun. Not that the women sleep—the trimness of

the fields tells you that, but oh, it would be so companionable to hear the booming of the guns.

Church spires ahead finally told us that we approached our town, and the French flag marked the hospital. Passing through a pretty court where flowers grow round the figures of Christ and the Virgin, we come to the door marked *medicin chef*—chief surgeon. At our knock a man tall and lean, once gentle, apparently, but now taut as an E string, appears. His uniform, blue tunic, red trousers, is covered by a white apron. He has been operating. Miss Rocky tells him she has brought a bale of dressings. "Bon," he barks, and stepping into the garden he exhortates the porter for not hurrying to get the bale from the car. Hospital supplies such as we brought are always needed. Great as is the supply it seems that it is never quite enough, and it pleases me to think that the women of my own country are sending bales and bales of these necessities to poor, suffering France.

GLIMPSE OF A HOSPITAL

The sister superior—the hospital, like so many, is run by sisters—showed us through the wards. They welcome anyone from the Fund as if visitors from heaven. You feel guilty to be accepting such a wealth of gratitude vicariously. Some of the beds were pulled out into the garden. In a tiny court they have set up a game something like croquet. Games are life savers to French convalescents. The little nun who has the *pharmacie* in charge explained some of her makeshifts. And the pretty one who led us kept up a running fire of French that ran so fast it left us quite distanced. Two of the men patients were being visited by their wives, and those four were so happy that their wounds were less a bane than a blessing.

The sister superior came out to the gate to speed us on our way with renewed gratitude. The crippled man who kept the gate, having become aware of the object of our visit, almost bowed himself into new dislocations as we passed out. Our last glimpse was of the surgeon hurrying the opening of the bale and the unpacking of the pansements—the dressings. If you could only realize the pitiable need for cotton, dressings, gauze for wounds. You have put your hands in your pockets so many times. But the desperation grows greater. And these wonderful French—how they shoulder the burden. Never a whimper. But the war goes on and on.

WATCHING THE NATION'S BUSINESS

BY THOMAS F. LOGAN

LESLIE'S WEEKLY BUREAU, WASHINGTON, D. C.

WHAT WE NEED MOST

WHILE it is true that nearly all the men appointed to foreign posts and to the Cabinet contributed money to the Democratic campaign Committee in 1912, it certainly is not true that all who contributed to the campaign were fortunate enough to get posts. So far as diplomatic places are concerned, it is rather inevitable that large contributors should be recognized. The wealthiest men usually make the largest contributions. Incidentally, wealthy men are about the only ones who can afford to maintain the expensive embassies and legations of the United States abroad. All the American diplomats are underpaid. While the Ambassador to Great Britain, for instance, gets a salary of \$17,500 a year, it costs at least \$30,000 a year to give the receptions necessary to maintain the dignity of the United States. These are not the things that really concern the public. The people have a more vital interest in the establishment of economy and efficiency in the public service. Economy and efficiency are promised in every political platform and overlooked in every performance. There is need for an annual budget which will show where the money comes from and where it goes. There is need for business-like methods and less "pork," but these reforms are more likely to follow than precede an understandable budget.

AMERICAN NAVY IN SECOND PLACE

THE passage of the naval bill carrying appropriations aggregating \$313,000,000 is the longest step forward ever taken by any nation within a given time. Not even Great Britain has ever made such an enormous increase in her navy in one budget. The bill which has passed Congress will add to the American navy four dreadnoughts superior to anything on the seas at the present time and four battle cruisers of the most modern type. There also will be 150 other ships, including cruisers, destroyers, submarines, supply ships, etc. It will mark a new era for the shipyards of the country. The eight capital ships will require about 55,000 tons of armor plate. The average requirements of the past have been about 10,000 tons a year. The new program should give the three existing armor plants all the work they can do for a long time to come, even though the Government has now decided to build a 20,000-ton plant of its own. The Government plant, of course, will not be ready for three years, but if anything like the present rate of construction is maintained in the navy, there will be need for the continuance of the private plants in spite of the unwise venture into Government ownership.

UNCLE SAM'S POOR BARGAINS

WHEN the treaty for the proposed sale of the Danish West Indies was first mentioned in the Senate nearly everybody favored it, despite the fact that the price had been raised from \$5,000,000 to \$25,000,000. Lately, however, the Senate has been inquiring closely as to where the increased amount of money is going. It is recalled that in the past various agents and lawyers have gathered in a large part of the purchase money in deals of this kind. But aside from the suspicion that is naturally aroused by the jump in price, the Senate is growing rather chary of approving of agreements without being assured that the other side is going to give its approval. Congress, for instance, had a good deal of work and worry over the perfection of the Canadian reciprocity bill. President Taft finally pushed the measure through both branches of Congress, but when the Canadian people passed upon their side of the agreement, they rejected the whole thing. Evidently

the Danes are preparing to duplicate the past political history connected with the Danish West Indies. When the project was proposed before the lower branch of the Danish parliament, it was approved, while the upper branch defeated it by one vote. There is fear that the project will be defeated in the upper house in Copenhagen, even if it should be approved in Washington.

COMPULSORY ARBITRATION

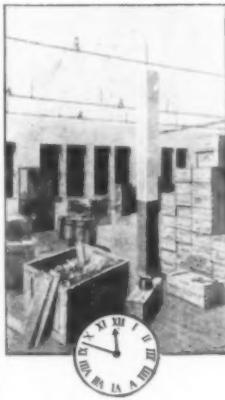
THERE are a great many men in Congress who believe that compulsory arbitration, while it would be unpopular with some labor leaders who profit by strikes, nevertheless would solve the industrial problem. Canada has a law which might well be emulated here. It is compulsory only in the sense that neither side can declare a strike or lockout until the arbitration commission has had an opportunity to investigate the facts. The commission investigates and then makes a public report on the merits of the dispute and outlines the form that the settlement should take. This report is not binding on either side, but there has not been a single case in Canada where the award has not been accepted promptly by both sides. Public opinion invariably upholds the justice of the commission's ruling and forces its acceptance. Senators who opposed the Clayton anti-trust act two years ago are witnessing the fulfillment of most of their predictions made then as to the consequence of exempting labor unions from the provisions of the anti-trust laws. The clause exempting the labor unions has now reacted in boomerang fashion against the Democrats who passed it. It was this act which made possible a strike of national proportions. Under the Sherman law the Government might have dealt with the situation even as the Danbury haters were dealt with. The Department of Justice could have brought suit against the unions as a monopoly, and in case of conviction, there would have been fines or imprisonment. Now it cannot even use injunction proceedings.

OUR BIG MEXICAN WAR BILL

THE party in power, as in Cleveland's administration, has finally turned to an issue of bonds to make up the Treasury deficit. The Senate Finance Committee admits that even after all the new direct taxes are collected and the income tax has been doubled and a levy has been made on inheritances and munitions of war, there still will be needed \$130,000,000 to meet the expenditures necessary to carry on the "watchful waiting" policy towards Mexico. There is no longer any doubt that this policy has cost American taxpayers \$200,000,000, but "we have kept out of war." The Finance Committee says that \$130,000,000 will have to be raised by bonds merely to meet the expense of keeping troops on the border to the end of the calendar year. A further appropriation of about \$86,000,000 will be necessary to continue operations if conditions on the border remain as they are now after December 31, 1916. A bond issue has been predicted for a long time. History is repeating itself. History will probably also repeat itself by demonstrating that nothing is settled until it is settled right. The President has appointed three commissioners to meet with representatives of the Carranza government to adjust the differences between the two "governments." The commission must certainly put certain obligations on the Carranza government. But that government is not equal to even its present obligations. It has not been able to achieve its modest financial ambition of forcing its money up to 10 cents on the peso and how can it protect the United States against its own impotence?

Snap! Spurt! Splash!

Here's a Grinnell in Action!



1. The Grinnell sprinkler heads on the pipes near the ceiling are on duty, like sentinels waiting for a fire—waiting perhaps for thirty years.



2. Here comes the fire at midnight. The column of heat rises and at 155° the fusible strut in the nearest Grinnell head softens and melts.



3. Snap — spurt — splash! A drenching downpour right on the heart of the fire. Alarm bell clanging in the distance.



4. Fire out before watchman arrives. Water turned off. No damage worth reporting. Next morning—business as usual.

FIRE can't start under a Grinnell Automatic Sprinkler System without starting the sprinkler overhead. Just as sure as fire means ascending heat, the fusible strut in a Grinnell Sprinkler head will melt at 155° and release a drenching downpour of spray and ring the fire alarm.

And just as sure as water kills fire, a Grinnell System will extinguish or control a blaze before it gets half way started. Usually the fire is out before the watchman can get there in answer to the alarm. No wonder you can get insured for almost nothing if you have a Grinnell System overhead!

It Pays for Itself — "and Then Some"

Here is the way it figures out in the case of a large city building cited by Allen Robinson, a well known real estate man in New York, at a public banquet recently:

Without Grinnell Protection		With Grinnell Protection	
Insurance on building \$200,000 at .32	\$ 640 per year	Insurance on building \$200,000 at .15	\$ 300 per year
Insurance on contents 900,000 at 1.37	12,330 per year	Insurance on contents 900,000 at .05	5,850 per year
Total insurance premium without Grinnells \$12,970		Total insurance premium with Grinnells \$6,150	

☞ Saving annually \$6,820, by Grinnell protection. Cost to install Grinnell System \$14,500. Thus the system pays for itself in 2½ years and pays 40 per cent on the investment ever after!

OBVIOUS as the economy is when you get the figures, there are thousands of property owners, large and small, who overlook the waste of not having Grinnell protection.

Through companies that specialize in such matters you can arrange to let the Grinnell System be paid for in annual installments out of its own savings, if desired. It usually takes from three to seven years.

Accordingly, if you don't have Sprinklers, you are paying for them anyway and not getting the protection.

There are several sprinkler systems on the market but the Grinnell is the oldest, the best, and the best-known, protecting, as it does, more property than all other systems put together.

The Grinnell price is a shade higher but it gets its price right along.

The Grinnell standard is higher than the

fire underwriters require. We don't try to see how close we can skate to the line. We are not content with satisfying minimum regulations. We dare to undertake to approximate infallible fire protection.

Every detail of construction and method is as perfect as a \$6,000,000 organization can make it. Our systems are strictly shop assembled—field work is not good enough for Grinnell systems. We maintain the only research laboratories in the trade, and our engineers have been always the major developers of the subtle art and technique of sprinkler engineering. Our thirty-four years of experience in this field is something which the buyer of sprinkler systems cannot afford to be without.

Write—today—to the General Fire Extinguisher Company, 278 West Exchange Street, Providence, R. I., and get a copy of the questionnaire covering the facts which are needed in order to determine how soon a Grinnell System will pay for itself in your particular case. Don't theorize. Get the figures!



If You Did This From Early Morning Until Sundown

—if the life you lived was the healthful active life Nature intended—you wouldn't suffer from constipation.

But that sort of life is impossible for most of us. We hurry, worry, over-eat and under-exercise.

The results—constipation, periodic or chronic—and the use of laxatives which aggravate and confirm the constipation habit.

NUJOL is a safe and effective means of relieving constipation, and so getting rid of the headaches, nervousness, and depression which constipation causes. It is not a laxative but acts in effect as a simple internal lubricant, softening the contents of the intestines and facilitating normal bowel movements.

Your druggist has NUJOL. Refuse substitutes—look for the name NUJOL on bottle and package. Sold in pint bottles only.

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STANDARD OIL COMPANY
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Bayonne New Jersey

NUJOL

FOR CONSTIPATION

Send for booklet, "THE RATIONAL TREATMENT OF CONSTIPATION." Write your name and address plainly below.

Name.....Address.....City.....State.....

EXPORT PROMOTION BUREAU

EDITED BY W. E. AUGHINBAUGH



WATERFRONT AT PARA, BRAZIL

This thriving commercial city of the biggest of the South American republics is a good customer for American manufactured articles.

THERE recently appeared in the newspapers an interview given by an official of an organization devoted to the developing of foreign trade, particularly between the United States and Latin-America, in which the American manufacturer and exporter are blamed for not fulfilling the conditions of their agreements with foreign merchants and for shipping goods not up to standard to overseas markets.

The publication of such a statement was bad business policy. This interview will be copied by English, German, French, Italian, Japanese, and Latin-American papers and given the widest possible publicity in lands where our merchants are making every effort to secure trade. It will be used for years to come by foreign dealers as an excuse for not placing orders with Americans.

PUBLICITY NOT NEEDED

Assuming that some American manufacturer or exporter is guilty as charged, he should be advised personally of his shortcomings and warned that a repetition of the offense would result in foreign merchants being cautioned against doing business with him. At the same time his local Board of Trade or Chamber of Commerce should be notified and banks handling foreign exchange should be informed and requested not to accept his foreign drafts or shipping documents. This is the procedure adopted by European nations in dealing with such affairs. The entire matter would be done with the utmost secrecy as far as the public is concerned. Continental nations realize that publicity in such affairs hurts their trade. Americans evidently like to wash their dirty linen before the world.

I happened to be in England at the time that our packing houses were being investigated—one of the results of which, due to the notoriety given the same, was the loss of much foreign trade. Great Britain was also doing some house cleaning of her own then, and was inquiring into conditions in trades engaged in the production of foodstuffs. Among those concerns found unsanitary and haled into court was a well-known jam and condiment house. The case against it proved that glucose instead of fruits was used in making jellies, clover seeds being substituted for the usual berry seeds for the purpose of deception. Not one line of this ever got into print, but the company was heavily fined and ordered to clean up its plant and cease substitution.

The Englishman guards his reputation jealously in foreign fields, and has coined a special phrase for Latin-America to show that his truthfulness is always above suspicion, namely *Mi palabra Ingles*, which means "On the word of an Englishman." This has been adopted by all of our friends to the south of the Rio Grande, and is used by them when desiring to impress you with

the absolute and unqualified truth of their statements.

General statements reflecting on the honesty of exporters should not be predicated on one or two reports of misrepresentation. In my 20 years' practical experience in foreign markets I saw many tricks of buyers by which the unwary foreigner was fleeced.

Four shoe dealers in Chile purchased through an American traveler for a well-known shoe manufacturing concern goods to the value of \$45,000. When the shipment arrived acceptance was refused on the ground that the shoes were not up to sample, although, as a matter of fact, they were. Correspondence that eventually led to nothing followed, the native shoe men playing for delay, so that the time limit in which goods could be held at the local custom house would expire. When this date had been reached the custom authorities, acting in collusion with the consignees, sold the shoes for storage, dock dues, drayage and other accumulated charges. A representative of these same consignees bought in the entire shipment for \$12,000. The American manufacturer was unrepresented and had no redress.

THE SELLER TRICKED

In another instance a Latin-American merchant ordered a car-load of socks from an American salesman. On the plea that he would later on be in the market for a higher grade line he received samples of more expensive goods. When the shipment reached him, the Latin-American refused to accept it, using the time-worn plea that the "goods were not up to sample." A survey was called, composed naturally of his friends, with no representative for the American house. The high-grade sock left presumably to stimulate future orders was exhibited at this hearing as the sample of the goods ordered. The result was that the entire car-load was sold for accumulated charges and costs, and bought by the consignee for one-third what it was really worth.

A large men's furnishing house in Buenos Aires ordered an assortment of collars, cuffs and shirts of a well-known American brand. The day the wily merchant placed his business with the American representative he also registered with the Argentine Patent Office and in his own name every trade-mark belonging to this particular American house. On the arrival of the goods at their destination, they were legally confiscated by the man whose name was attached to the order blank for the same, as infringing his trade-marks. Later on he sold them in his shop. This entire shipment was lost to the American firm.

In each of the three cases here cited the American exporter was penalized for an alleged deception, and yet in each case he was not only innocent, but was the victim of treachery. Charges of misrepresentation should be thoroughly investigated.

THE MAN WHO LIVED

BY DION CLAYTON CALTHROP

EDITOR'S NOTE.—This sketch is from *The Wounded French Soldier*, published in aid of the French Red Cross, 9 Knightbridge, London S. W., and is reprinted by permission of the author.

IT comes down to a matter of plum blossom. Ravaged towns, burnt villages, broken bridges and wasted countryside, all the big horrible devastations of war, and yet here we are at a matter of plum blossom, and very well-made plum blossom.

Two sisters in their big white caps, St. Vincent de Paul caps, which make them look like the flowers of the narcissus, stood at the end of a ward. Everyone who could stand up did stand, and those having arms to salute with did salute. The others looked on with a peculiar curiosity. I passed maimed men making toys and plates with designs of stamps on them, and baskets of roses made of bread and varnish, and then I came to the little ward where my friend was with his friends and where they made plum blossom.

Picture the road from home and vigor to war and its terrible endeavor (whistles blowing, men praying and cursing, sweat, the smell of mud and fresh blood spilt, and the rip of rifle fire, and the pat-pat-pat of machine guns, and the whistling hail of shells) to this quiet place where you have but one arm left. The other (loathly business) has been taken away by an orderly. You have to learn to button your clothes and put on your belt and tie your tie with one hand. Try it: it is no easy business. It will make the best-tempered man use quite peculiar language. I tell you braces seem the invention of the devil and buttons more perverse than difficult women. This is a lop-sided feeling. It is worse than losing a leg, although, alas, there are many brave men to argue that point now.

However, a living must be made, unless you have a nice comfortable income by you and can do nothing for the rest of your life. My friend had been a gardener. He was big, mind you, and broad and strong. He had but one arm, and he limped. One of his friends had but one leg and one useful hand, the other hung limp. There was one other one-armed man, and a fourth had various wounds. And they made plum blossom!

Two hours away were the Germans pounding shot and shell and every demoniac device into French soil. Here we, with infinite peace about us, made plum blossom.

The two sisters had taught my friend this peculiar industry, and proud he was of it. Little tiny delicate flowers, with their tinted edges, their leaves, stems, yellow glow of the pollen, lay on the table. Everything was exquisitely neat and orderly.

"These flowers are French, madame." I can hear it being said by the trim girl in the shop.

An Arab, dusky, and looking darker still because of the white bandages about his face, is staring at two swans on an artificial lake. He has come out of the chateau. It has paneled walls and wonderful glass chandeliers and big windows and a wonderful view out of them. Suddenly the Arab smiles because a party of swifts fly past, the air whistling with the throb of their wings.

He smiles because of Blida, where he lives; the swifts and swallows fly in and out of the dim cafes when he sits and drinks coffee and sweet tea and listens to Bedouin music, and the memory of such times comes to him with a rush. The scent of coffee, the groves of orange trees, the occasional monkeys from the mountains, the square with its white buildings and the blue, blue sky.

Here it is so different. Something bigger than yourself has gripped you, and you have gone out to fight you do not quite know what, and it dawns on you that it is good you are fighting against evil and the peace forever of Blida and the orange gardens and those quiet-footed women in white silk yashmaks and the homes of those brown laughing children at home.

They were strange to me, these French, thinks the Arab, and now they are no longer strange but friends. I know now what the Empire means.

Down below in the valley the train brings fresh troops and above here by the chateau are woods and the lake and a stream and vines. Here is a man who has fought for France and China; here is one who has lived in England. Here, says the Arab, are things I never knew before, nice beds, and wonderful white women with soft hands and kind eyes.

I am part of France, he thinks, but who pays for all this? People wearing the Red Cross are about him. When he came to, just outside the wood where it seemed he was hurt, the first thing he saw on the tilt of an ambulance wagon was the Red Cross. When they bound his head and cut the boots from his maimed feet he saw a Red Cross. The train he traveled by had Red Crosses painted on it.

He throws a piece of bread to the swans, and in a stately way they swim for it; their reflections are pure white in the water against the dark green reflections of the trees.

A bell sounds—it is time for dinner. From various shady nooks among the trees come the maimed, the halt and the blind.

One day, thinks the Arab, I shall sit under the trees in the square of Blida and shall speak of France, and of the carved walnut ornaments of this chateau, and of the women who waited on me, and of the swifts, which are the same as we have in Blida. And I shall smoke cigarettes far into the night as I talk, so that all shall stay also into the night to listen to me. I shall tell of the magnificence of the chandeliers and how if one pushed a button people came at once. And they will say, "Who pays?" And I shall say, France. Blessed be the protectors of the poor.

The sad train has come and gone. The doctors are smoking on the platform of the station, and the stationmaster is yawning. He has been up since four in the morning, and now it is one o'clock. He is about to go to his *dejeuner*. Outside the big baggage room there is a line of cars painted gray with the Red Cross on them, and the drivers are smoking and discussing the last trainload, and waiting to be dismissed for their dinner. They joke with the guard at the station barricade, and the sentries on duty try to look very great and solemn. Everyone else in the town is indoors eating.

Inside the cool baggage room it is different. The place is no longer a baggage room, but a sorting room for cases from the front. There are beds here, and a little buffet watched over by a nurse of the Red Cross. And here, now, are but two people—two wonderfully happy people.

At a glance you can tell the woman; her beautiful shoes, her pretty dress, her well-dressed hair, the rings on her fingers tell one she is a woman of some place in the world. The scent she uses mingles faintly with the scent of the dressings on the man. He lies there quite still, and one can see little of him but bandages. One hand is whole, and in it her hand is held tight. One can see on his breast the red gleam of a conspicuously new ribbon of the Legion d'Honneur. They have no need of words, these two; it tires him dreadfully to speak. They look at one another, and the look wipes out the outside world. They are alone, melted into one another.

One hears across the lines, through the open door, the machinery at work which makes the shells for the 75's.

One hears a yawn and the voice of a doctor: "Mon Dieu, but I am hungry."

The wounded man is not hungry; his wife is not hungry; love has fed them.



A Twilight Story About Puffed Wheat

When you serve a supper dish of Puffed Wheat in milk, make this your story sometime. It is like a fairy tale.

Each bubble of wheat is a kernel, puffed to eight times normal size. All its thin, airy flakiness is due to steam explosions. And each has been shot from guns.

100 Million Explosions

Each kernel of wheat contains, as it grows, more than 100 million food cells. Each food cell is hard and hollow. A trifle of moisture is in it. Each must be broken to digest.

Other cooking methods break part of those food cells, but never more than half. So Prof. Anderson, a famous food expert, sought a way to break them all.

Puffed Grains are made by his process. The grains are sealed in huge guns. The guns are revolved for sixty minutes in 550 degrees of heat. Thus the bit of moisture in each food cell is changed to steam.

Then the guns are shot. Each food cell explodes. And the grains come out puffed to bubbles, as you see.

This makes the whole grains wholly digestible. Every atom of every element is food. That's why countless mothers, every morn and night, serve these grains to children.

Puffed Wheat Except in Far West **12c**
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(1382)

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a Single hair annoyed him



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IN HANDY TUBES

LESLIE'S TRAVEL BUREAU which appears in the first and third issues each month will give specific information to LESLIE'S readers who are planning to travel at home or abroad. Correspondents are requested to state definitely their destination and time at which the proposed trip is to be made. This will facilitate the work of this bureau. Stamps for reply should be enclosed. Address

Editor Travel Bureau, LESLIE'S WEEKLY, 225 Fifth Avenue, New York City.

THE TROUBLE MAN



that are not set down in the books. Thoughtless people can do many things to put a telephone out of commission and some of them are as simple as the one here illustrated—a wet umbrella leaned up against the wiring in such a way that it grounds the current, and of course makes the phone useless. In this particular case—the photograph comes from Baltimore—the umbrella remained where it ought not to have been while the owner of the phone fretted and fumed because he could not get central, and then went to a neighbor's and called up the telephone company. When the "trouble man" arrived he saw at once what the matter was and picked up the umbrella. "Now call central," he suggested, and the irate patron got an immediate response.

EVERY telephone company has a "trouble department" where all complaints of bad service and defective equipment go. The men who make the repairs and adjustments are known as "trouble men" and they have to be not only expert workmen but chaps of intelligence and commonsense, for they meet many problems

Coincident with the remarkable growth of the telephone service has been an equal development in the quality, and few people who use the phone to-day give any thought to the irregular and unsatisfactory service of two decades ago. The best city telephones then were far inferior to those in use on the "farmers lines" of the rural districts now.

THE WAY TO DO IT

IT is refreshing to see the increasing number of instances in which considerate treatment on the part of employers is now being appreciated by the employees. The other day the employees of the Durham Duplex Razor Company voluntarily manifested their friendly feeling by holding special exercises at the company's new building and voicing their appreciation of the company's having "made our working conditions and wages as satisfactory as the business warranted," and pledging themselves to "do our best to increase the quality and quantity of the output." And at this same meeting, in sharp contrast to the usual demagogic harangue, President William H. Johnston, of the International Association of Machinists, congratulated the employees on their relations with their employers. "The prosperity and success of this establishment," said President Johnston, "have been due largely to the spirit of co-operation that has been manifested by both the employer and the employee. I would that all employers and all employees would emulate the example that has been so well set by officers and employees of this company. Nearly all the trouble in our world today is caused through misunderstanding—men failing to recognize the rights of others." For years the rights of labor have been discussed to the exclusion of the rights of capital. It is a hopeful sign for increased industrial prosperity when both are given just consideration.

THE MUSIC OF THE DISC

THE reported expiration of some of the original patents of the talking machine make one think about how much this wonderful instrument has done, during the short life of patent protection, to make the life of the average family richer and happier. The blank evenings of former years are filled with the music of the best artists. Formerly lack of opportunity or inclination for study made many a home barren of music. Now, this machine that re-creates the most perfect human voice, or re-plays any instrument, with a master's hand, fills the humblest home with the finest melody that genius can provide. The groups of men who have financed, perfected and distributed these millions of wonderful machines have achieved wealth, as they deserved. They must also feel the sort of satisfaction which money alone can't buy, in having made happier beyond all calculation the lives of many millions of their fellowmen.

THE TIGER

Silver-grey in the sunlight
The ocean smiled at me—
The mountains seemed to nod their heads
Like old men, drowsily.
But—"Extra!" shouted the newsboys
Back in the noisy town,
"Tremendous naval victory!
Ten battleships go down."
And a chill wind ruffled the water,
And the mountains seemed to frown.

BREAKING RECORDS

IT doesn't require one to be an "oldest inhabitant" to recall days when crossing the continent in the fastest trains took a lot more time than five days. But nowadays Mayor Mitchel of New York and Mayor Rolph of San Francisco are kept busy writing notes to each other for ambitious automobilists to carry, in breaking transcontinental records. Now the women are joining in making this 3,000 mile spin a matter of course. The other day a young lady breezed into Manhattan after taking it easy, driving all the way herself, from the Golden Gate. She didn't hurry to do better than 11 days, as she was satisfied to do the distance in exactly one-third the time any woman had ever done it before. With teams of men crossing the continent in five days, and lone women doing it in 11 days, we can't help realizing how much the automobile is supplementing what the railroads have done and are doing in bringing "here" and "there" closer together, and uniting the United States.

Out in the shadowy darkness
The water is flecked with white,
And the muttering voice of the ocean
Breaks thro' the quiet night.
The muttering voice of the ocean—
But why do I see always
The gleaming teeth of a tiger,
Snarling above his prey?
And is it the same blue ocean
That smiled at me, today?
—ELSPETH HONEYMAN.

BITS OF PHILOSOPHY

WHENEVER we get over having a scare about Germany someone announces that hoop skirts are coming in again. It must have been some single person who started the argument that a woman will vote the same way as her husband. One bad thing about the preparedness orators is that so many of them are unprepared. Auntie Suff has been on a three-months' speaking tour to the effect that woman's place is in the home.
—Douglas Malloch in Judge.

MEN WHO ARE MAKING AMERICA

(Continued from page 256)

Marketing oil was not child's play in those exciting days. Oil exchanges were opened in a dozen cities and the gambling done in oil certificates in New York and elsewhere eclipsed the speculation in securities. Fluctuations were sensational—"war stocks" have not gyrated more sensationally on the Stock Exchange during the European cataclysm. For example, the monthly average price ranged from \$4 to more than \$12 in 1864, from \$1.95 to above \$5 in 1868 and from about \$3 to \$4.50 in 1870, the year Mr. Archbold began business in New York. His all-round knowledge of the trade, his exhaustive knowledge of transportation facilities and his faculty for making friends—Mr. Archbold is noted for his ready wit and unflinching humor—enabled him to more than hold his own with men twice and three times his age.

Mr. Archbold believed that oil should command \$4 a barrel, and that he could not always get that price was no fault of his. The year 1872, as a matter of fact, was the last one in which crude oil was to touch Archbold's favorite figure—it sold temporarily as low as 20 cents a barrel when enormous new discoveries glutted the market.

AN HISTORIC MEETING

It was about this time that another and more famous John D. met John D. Archbold. Mr. Rockefeller, already a notable factor in the petroleum industry, had come from the Middle West to Pennsylvania, and the wide-awake Archbold was on the ground to meet him; in fact, Mr. Archbold arranged a little dinner in honor of the oil magnate's visit. Mr. Rockefeller himself has given a description of this famous meeting.

"It is not always possible," he says, "to remember just how one first met an old friend or what one's impressions were, but I shall never forget my first meeting with Mr. John D. Archbold.

"At that time I was traveling about the country visiting the points where something was happening, talking with the producers, the refiners, the agents, and actually getting acquainted.

"One day there was a gathering of the men somewhere near the oil regions, and when I came to the hotel, which was full of oil men, I saw this name writ large on the register:

"John D. Archbold, \$4 a bbl."

"He was a young and enthusiastic fellow, so full of his subject that he added his slogan '\$4 a bbl.' after his signature on the register, that no one might misunderstand his convictions. The battle cry of \$4 a barrel was all the more striking because crude oil was selling then for much less, and this campaign for a higher price certainly did attract attention—it was much too good to be true. But if Mr. Archbold had to admit in the end that crude oil is not worth '\$4 a bbl.' his enthusiasm, his energy, and his splendid power over men have lasted.

"He has always had a well-developed sense of humor, and on one occasion, when he was on the witness stand, he was asked by the opposing lawyer:

"Mr. Archbold, are you a director of this company?"

"I am."

"What is your occupation in this company?"

"He promptly answered, 'To clamor for dividends,' which led the learned counsel to start afresh on another line.

"I can never cease to wonder at his capacity for hard work."

It was natural for Mr. Rockefeller, with his almost superhuman judgment in selecting colleagues, to have "spotted" Archbold. Negotiations were opened and Mr. Archbold joined the Rockefeller interests in 1875. He was by then president of the Acme Oil Company and one of its principal stockholders. In the Fall of that year he was elected a director of the Standard Oil Company. Shortly after he was chosen as its vice-president and remained in that

capacity until 1911, when he was selected as president.

FORESEES FEDERAL CHARTERS

An instance of Mr. Archbold's long-range vision was supplied in 1899 when, in giving testimony before the Industrial Commission, he urged federal charters for corporations. "Lack of uniformity in the laws of various States as affecting business corporations is one of the vexatious features attending the business life of any great corporation today," he said, "and I suggest for your most careful consideration the thought of a federal corporation law."

"I am more convinced than ever that this is the only and the inevitable solution," Mr. Archbold reiterated to me the other day.

That this is coming few clearheaded citizens can doubt. The impossibility of serving 48 masters is becoming more evident every year. Had such legislation been passed there would have been few "dissolution suits" by the Government and the Standard Oil Company probably would not have been subjected to a prosecution which has accomplished more harm than good.

Mr. Archbold's place in the oil industry is second only to that of John D. Rockefeller. That is the verdict of those best able to judge. His name is not so popularly known because of his extraordinary antipathy to appearing in public. Less has been written about the career of John D. Archbold than about that of any other American of half his achievements. There are more facts in this sketch than have ever before been published about him. I have known and interviewed many men in many countries and I have never met one more diffident or more anxious to avoid talking for publication.

"My life has been too prosaic for your purpose," he parried. "I have simply been interested in the development of the resources of the country and the expansion of its trade at home and abroad. I have not found much time to be interested in other things."

As a matter of fact Mr. Archbold has interested himself in other things. He is president of the board of trustees of Syracuse University, an institution which has prospered so remarkably since his connection with it that its student roll has increased from hundreds to over 4,000, including 1,500 young women, placing it in the ranks of the foremost institutions of learning in the United States. He is a director of St. Christopher's Home and Orphanage in New York and is known to have contributed generously to its support. He has interested himself, also, in the Metropolitan Museum of Art and the American Museum of Natural History.

His friends describe him as one of the best story tellers to be met in a day's march, as a wit who can see the funny side of most situations, and as a philanthropist who conceals from his right hand what his left hand does. Perhaps it is this ability to extract humor from the daily round that has enabled Mr. Archbold to remain in harness longer than any other of the original Standard Oil notables. He is the only man in at the birth of the Standard Oil Company in 1882 who is actively engaged in directing Standard Oil affairs to-day. He was born on July 26, 1848. He married a daughter of S. M. Mills of Titusville in 1870 and has two surviving daughters and one son, John F. Archbold.

He still works hard but not quite as long hours as formerly. His yacht brings him down every morning from his home at Cedar Cliffs and is daily pointed out to sight-seeing parties.

I asked an elevator runner at 26 Broadway, "What sort of a man is Mr. Archbold?"

He looked astonished, as much as to say, "You surely know that." Then he spoke four words: "The nicest man ever."

I would rather have the employees' estimate of a big man than the estimate of any or all of his own cronies or clubmates.

Enters a new business at \$100,000 a year



The Board of Directors of a gigantic wholesale grocery concern had gathered to select a new president.

A keen, broad-minded director spoke up: "I know the man we want," and he named one of the officers of a great National Bank.

"What!" cried one astonished director, "What does a banker know about our business?"

"This man knows more than just banking," was the answer. "Banking, like wholesaling, is only one phase of business. This man is not limited to any one field. He knows all the departments of business—finance, economics, organization, selling, accounting." They discussed the matter from all standpoints. Finally they agreed unanimously to get him if they could.

The banker accepted the presidency of the wholesale grocery concern at a salary of \$100,000.

He knew business fundamentals

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ALLIES KEEPING STEP

BY MARTIN MARSHALL



FRENCH CANADIANS IN THE TRENCHES

An official photograph showing how the Canadians live in the trenches along the Somme. The French Canadians, as a people, have not been in favor of the war, but many individuals have enlisted.

AFTER two years of war the Entente Allies have realized their mutual promise to co-ordinate their military activities. For several months they have shown an increasing ability to keep step and as this is being written they are assailing the enemy from all sides at once. The British and French are on the offensive in northern France; Russia is dealing stout blows to the Austrians and holding her own against von Hindenburg; also Russia is striking the Turk in Persia and Armenia. Last of all the great Allied offensive movements come the advance from the Saloniki base into Macedonia. This is under way. General Serrail, the man who modernized the defenses of Verdun, is in supreme command. Never before, perhaps, has the world seen a more cosmopolitan army than he has under his command. To begin with, the British contingent includes English, Scotch, Irish, Indians, Egyptians, Australians, New Zealanders, and Canadians. The French troops are drawn from France, Algiers, Morocco and Indo-China. Then there are Serbians, Montenegrins, Albanians, Russians and Italians. In all they number, it is said, 700,000, with more Russians and Italians on the way.

No one may predict strategic developments with certainty, but it looks as if General Serrail's first objective is to cut the railroad connecting Berlin and Constantinople. This would isolate the Central Empires from Turkey and increase the difficulties of communication with Bulgaria. Bulgaria is to be punished for deserting her big brother, Russia, and joining with the kaiser. Turkey has sent troops to Galicia, but King Ferdinand is reported to have pointedly refused an invitation to do likewise, having, no doubt, a presentiment that a rod is in pickle for him.

It does not seem that Turkey can send him much help and certainly Austria is too busy fighting for her own territory to help Germany, too, is hard pressed at home and so the Bulgars may be left to shift for themselves. It is this activity all along the line that prompted David Lloyd George, British Secretary of State for War, in the House of Commons recently, to say that the end is dimly in sight, and if the Allies continue to operate together as they have in the past victory is assured.

I talked recently with a highly educated American who has just returned from Germany and who cannot be accused of being anti-German. "Do the Germans still believe they will be victorious?" I asked him. "The Germans are not foolish enough to

believe that either side can be victorious," he replied. "They see clearly enough that the war is a stalemate and that prompts them to ask why this useless slaughter must go on. Granting that neither side can overcome the other, why not make peace? That is the basis of the peace talk you hear about. But the German people would not accept a peace the terms of which placed them in the position of a defeated nation. Rather than that they will go on with the war for years."

The Allies do not seem convinced that the war is a stalemate, and so far as outward signs indicate their intentions they are going on with the hostilities until Germany will accept something less than the portion of the man who has fought a draw. It is a slow job, this putting the German back into Germany. The kaiser holds 20,000 square miles of French and Belgian territory. The British and French have been pretty busy along the Somme River since July 1st in recovering about 70 miles. The Russians have done rather better, having taken back considerable areas of their territory, which they lost last year, and having conquered most of Bukovina and got their toes on the edge of Hungary. However, gains are cumulative, and not all of France will be as hardly won as has been the few miles along the Somme, if the Allies can maintain their forward movement.

The Allies do not reckon on Germany being nearly exhausted in men or supplies. They know that she is still strong in both. They are immensely stronger in men than Germany, but it was not until they got the advantage in artillery on the western front that they could advance. If they can still further increase this superiority they can keep on advancing and can ultimately force the Germans back to the Rhine. Few conservative military men think that the Germans can ever be driven further. At the worst for Germany the war will end at the Rhine.

With Germany still strong and unbeaten it is entirely possible that some unforeseen circumstances might give her the advantage again. The Allies are aiming their most effective blows at Germany's partners. Turkey is in a bad way. Bulgaria may be surrounded and overwhelmed. But every effort is being made to deal a death stroke to Austria. If the Dual Monarchy can be put out of the war Germany will have to face all her enemies single handed. That she can do so no one doubts, and but for the British mastery of the sea she might hold out for years.

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LET THE INDIAN HELP HIMSELF

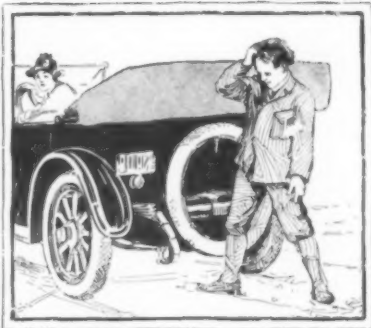
OUR administration of Indian affairs has not alone been a failure, it has been a crime. The Indians have been powerless to protect their property and interests from the shrewd grafters bent upon robbing them of all they have, and the Federal Government has again and again shown its incompetence as a guardian. The Indian Bureau, charged with the management of Indian affairs, has many times sought to do away with abuses but has been hampered by Congress and opposed by the political grafter. The result has been the total impoverishment of many Indians and of whole tribes. A champion of the Indians has arisen in Mrs. O. J. Kellogg, a descendant from two of the royal clans of the Oneidas of Six Nation fame. Mrs. Kellogg's education was received at Leland Stanford, Barnard, University of Wisconsin, with two years in Europe, her special subjects being sociology and economics. Through her influence a bill has been introduced in Congress which would authorize the incorporation of the Night Hawks of Oklahoma into an "industrial community for their mutual benefit and protection and the promotion of education, self-government, self-control and industry among them."

The project calls for concentration of an Indian population into model, modern villages; the stopping of exploitation; the releasing of Indian funds for constructive uses; the instituting of industries and education, and compelling sanitation and proper health conditions. "This bill makes all these things possible," says Mrs. Kellogg, "by saving what the Indian still has from further dissipation by the incompetent Indian Bureau, from further loot by the

'grafter,' and protects the Indian from himself." Congress, should it pass the act, will reserve the right at any time to amend, alter or repeal it, and will require the industrial community to transmit to Congress before the first day of March of each year a comprehensive and itemized report of all its business, including all receipts and expenditures, for the preceding calendar year. About three thousand Night Hawks are interested in establishing such an industrial community. To Mrs. Kellogg they have given the name "Egahyahen," meaning "The Dawn," as an evidence of their confidence in her and the measure she has proposed for their benefit.

THE NOTABLES OF AMERICA

WITH the growth of the population, the number of American celebrities has vastly increased. It is impossible for even the most prodigious memory to keep them in its grasp. Hence the necessity for that yearly compiled roll of honor, "Who's Who in America," edited—and well edited—by Albert Nelson Marquis. The 1916-17 edition of this standard and popular publication contains over 3,000 pages and 22,000 biographical sketches. These give, concisely, the record of practically every man and woman in the United States who has done something noteworthy. The book is handy for reference and is also of real interest to those who like to follow the careers of prominent persons. To all who desire to keep abreast of the times, it is an indispensable volume. Published by A. N. Marquis & Co., Chicago, Ill. Price \$5.



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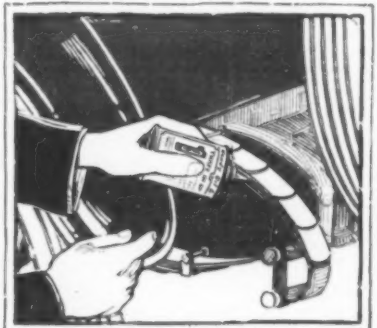
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INSURANCE SUGGESTIONS

SIGNIFICANT of the great progress she has made in recent years is the growing importance of woman in the life insurance world. Benefits of life insurance have in the past been experienced by women mainly as inheritors of proceeds of policies taken out by fathers, husbands, brothers or sons. Formerly life insurance companies regarded women as less desirable risks than men and did not encourage them to become insured. But this is the new woman's era, and now the leading companies accord equal premium rates to both sexes. Women, realizing their opportunity and duty, are in increasing numbers seeking insurance on their own lives. This is true especially of business women. To many women the endowment policy is the most attractive. They insure either for their own advantage—regarding this kind of insurance as a good method of saving—or for the sake of their children. The mother, desirous of giving her little ones a better education than her present means would permit, secures a 10 or 15 year policy when they are still very young, and it matures just in time to pay their way through high school or college. Or she may simply consider the utility of the policy to them if she should be called away before they have grown up. Well-to-do women, having no such financial problem but conscious of the uncertainties of fortune, also are buying for their own behoof or for that of their offspring or other beneficiaries, protection that may possibly be needed in the future.

M. Manson, Iowa: The Fort Dearborn Life Insurance Company and the Fort Dearborn Casualty Co., being new organizations, their future cannot be forecast.
P. Toledo, Ohio: Delay in applying for life insurance is always dangerous. Don't postpone taking out the policy simply because in another year you will be able to insure for a larger sum. Insure at once for as much as you can conveniently pay for, and increase the amount next year if you are then insured.
H. Calumet, Okla.: The Heralds of Liberty is a fraternal order, founded on the assessment principle and it must some day get into trouble, as all assessment organizations eventually do. Its disbursements run close to receipts, its assets are small, and the death rate is pretty high. It is a wild dream to expect \$500 from this organization in four years for an outlay of \$150.
T. Peoria, Ill.: I have never asserted that a new insurance company may not in time become strong and safe. Every company has to pass through a period of infancy and uncertainty. Well-managed

and favorably located new companies may develop into reliable reorganizations. My contention is that insuring in a newly organized concern is a speculation. I advise my readers to take no risks in such an important matter, when there are so many companies whose soundness and reliability have been abundantly proved.

W. Richmond, Va.: There are numerous insurance companies in the South, as well as in the West, which are very weak. Nobody can foresee whether they will thrive or die. The larger proportion are likely to fail. Don't allow sectional feeling or prejudice to influence you in buying insurance. The business and strength of companies like the New York Life, the Prudential, the Aetna and the Travelers are the insurer's perfect protection. Such companies always make good. The little ones often do not.

BOOKS WORTH WHILE

I POSE. By Stella Benson. (The Macmillan Co., New York, \$1.25 net.) The tale of an unconventional tour of two very ordinary and conventional mortals of either sex, that ended—not as you think—but in a double romance. Written in a style distinct, but not altogether pleasing, though original.

HIS ONE TUNE. And a few others. By J. E. Sanford. (J. E. Sanford, Elizabeth, N. J., \$1.) Rhymes on every-day themes, mostly in an every-day style, with an occasional rise to a higher plane of thought and expression. It will please lovers of wholesome, homely sentiment whose literary judgment is not exacting.

THOSE ABOUT TRENCHE. By Edwin Herbert Lewis. (The Macmillan Co., New York, \$1.35 net.) A queer, but interesting, romance with oddly assorted personalities as leading characters. The scene shifts quickly and often and covers half the globe. The spirit of modern science which pervades the book lends it an atmosphere materially different from the average novel.

THE BETTER MAN. By Robert W. Chambers. (D. Appleton & Company, New York, \$1.30 net.) A series of fifteen little everyday romances, in which the man with right and justice on his side wins the battle—and usually the girl. The book is prodigious in description of outdoor life in the North and South, and is written in the brisk, bappy style of Mr. Chambers that is so convincing and satisfying.

OUR MOTHERS. Compiled by Mary Allette Ayer. (Lothrop, Lee & Shepard, Boston, \$1.00 net.) A selection of prose and verse tributes to mothers that is marked by a refined taste in selection.
THE SHEPHERD OF THE NORTH. By Richard Auerle Maber. (The Macmillan Co., New York, \$1.35 net.) A big, vital, virile story of the North in which an American Bishop is the leading character. The author knows the open country and the forest, men and their moods, and is an adept at character building with the pen, and unravels his plot dramatically and with ingenuity.

LIFE INSURANCE. By Solomon S. Huebner, professor of insurance and commerce in the University of Pennsylvania. (D. Appleton & Co., New York, \$2 net.) A clearly written and comprehensive treatise which expounds the scientific principles on which life insurance is based and fully explains its practical details. It is a book with which every student of the subject should make himself familiar. It has been endorsed by the Educational and Conservation Bureau of the National Association of Life Underwriters. While simple and untechnical, the work deepens the reader's appreciation of the utility of life insurance and increases one's respect for it as a system of home protection.

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THE UNLISTED SECURITIES REVIEW

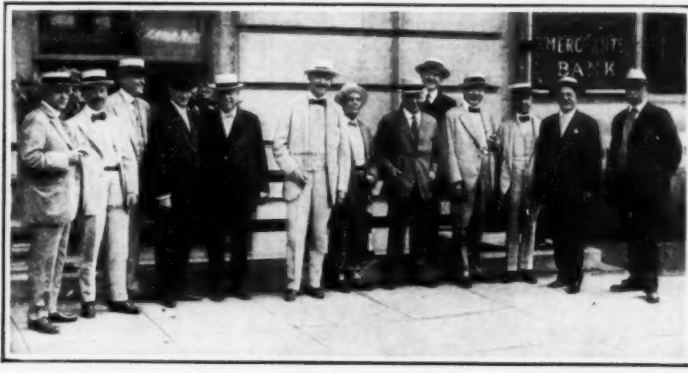
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JASPER'S HINTS TO MONEY-MAKERS



PRESIDENT WILSON'S EFFORT TO AVERT A GREAT RAILWAY STRIKE

Group of executives who had a conference with the President at Washington on the threatened strike of 400,000 railway employees for an 8-hour day and other concessions. The railway heads favored arbitration of the whole question, but this the railway brotherhoods objected to. Mr. Wilson suggested that the roads grant and make trial of the 8-hour day and submit the remaining demands to the arbitration of a commission to be appointed by him. The first meeting brought no results. Later President Holden of the C. B. & Q., Chairman Lovett of the U. P. and President Willard of the B. & O. had further conference with the President and a modification of his plan was considered by the railway magnates. The men shown in the picture are, left to right: T. M. Schumacher, Vice President El Paso and South Western; J. H. Young, President Norfolk Southern; G. W. Stevens, President Chesapeake and Ohio; Daniel E. Willard, President Baltimore and Ohio; J. H. Carroll, General Attorney Chicago, Burlington and Quincy; Hale Holden, President Chicago, Burlington and Quincy and chairman of the delegation of railway presidents; M. J. Carpenter, Chicago, Terre Haute and Southeastern; R. H. Ashton, Chicago and Northwestern; James H. Hustis, President Boston and Maine; W. J. Jackson, Receiver Chicago and Eastern Illinois; Frank Trumbull, Chairman of the Chesapeake and Ohio; L. E. Johnson, President Norfolk and Western; W. H. Truesdale, President Delaware, Lackawanna and Western.

NOTICE.—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fifth Avenue, New York, at the full cash subscription rates, namely, five dollars per annum, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their papers and to answers in this column to inquiries on financial questions having relevancy to Wall Street, and, in emergencies, to answer by mail or telegraph. Preferred subscribers must remit directly to the office of LESLIE-JUDGE Company, in New York, and not through any subscription agency. No additional charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be enclosed, as sometimes a personal reply is necessary. All inquiries should be addressed to "Jasper," Financial Editor, LESLIE'S WEEKLY, 225 Fifth Ave., New York. Anonymous communications will not be answered.

LONG ago, I said that the weight on the market was the persistent liquidation of our securities by heavy holders abroad, especially in Great Britain. The British Government is anxious to maintain its credit. It is discredited when the English pound sterling is as heavily discounted as it was at one period after the outbreak of the war when Great Britain was buying enormous quantities of supplies from this country and paying for them in gold.

The British Government prefers to pay its bills in our own securities and so it called from its subjects all the prime American securities that the people would give up and it has sent over to this country, from time to time, these securities or the proceeds of their sale to pay for munitions, food and other supplies. There seemed to be no end to this liquidation. Every effort of the leaders in Wall Street to advance the market was discounted and discouraged by the flood of stocks and bonds offered for sale by foreign holders.

A plan was devised (perhaps it had its origin in Wall Street), by which a loan of \$250,000,000 was to be made to Great Britain and to be secured by collateral, including a large amount of American securities. I do not find the name of the U. S. Steel Corporation in the published list of the collateral behind this obligation, but it is a significant fact that as soon as this arrangement was completed by J. P. Morgan & Co., and other bankers, the pressure on Steel was lifted and the stock began to have its long-predicted rise, based on remarkable earnings.

But for the fear of the railroad strike, this rise would have become general. There is still room, however, for factors of doubt, including one regarding the outcome of the Presidential election. I recall the scare that Wall Street had in August, 1900, over fear of Bryan's election and the panicky feeling among some of our ablest financiers in view of possibilities of a debased currency. It seems hardly possible that we should have

another such serious outlook, for the general feeling is that the next administration, whatever its politics may be, will be more considerate of the business interests of the country than recent administrations have been.

Of course, the more hopeful sentiment will manifest itself when the election of a candidate pledged to constructive policies and the upbuilding of our industries and our shipping, as well as the improvement of labor conditions, seems to be clearly foreshadowed, for it is felt that our legislators in recent years have gone altogether too far in the enactment of socialistic laws. Thoughtful men all over the country realize more than ever the interdependence of labor and capital.

We know that the crop outlook this year will not be as good as that of last year, but with higher prices the farmers will not suffer. The general belief that the European War is liable to continue at least one, and probably two years more, adds to the bullish sentiment, though there is a latent fear that before we get through with Mexico we must have a fight and that if we are drawn into a struggle Japan will seek a chance to walk around with a chip upon its shoulder and challenge Uncle Sam.

Under existing conditions, with the railroad strike out of the way and on the basis of earnings, the best stocks are worth all they are selling for. If a bull movement gets under way, it is bound to lead to a sympathetic rise in everything, including the "cats and dogs." It is, therefore, not a good time to sell, but rather to hold.

S., Chicago, Ill.: Midwest Refining is prospering and lately the stock was placed on an 8 per cent. basis. It now sells above par.

Y., Kellogg, Idaho: Marconi Wireless of America earned in 1915 \$184,062, about \$64,000 more than in 1914. Its surplus is only \$177,317. This does not give much promise of dividends on its \$10,000,000 of stock.

C., Reynoldsville, Pa.: Central Leather common is a fair industrial speculation. Of course, if the extra dividend of \$1 per quarter, in addition to the regular dividend of \$1, should become the rule, the stock would advance. It cannot be safely predicted that the present prosperity of the leather business will continue for 4 or 5 years.

J., Friendship, N. Y.: Nevada Consolidated Copper is among the better class mining propositions. Its ore reserves increased during the past year. Like all coppers it faces the uncertainties of mining and the possible decline of the metal at the close of the war. When coppers were at their highest, large holders sold.

H., Lynn, Mass.: I. U. S. L. & H. Co. has been reorganized and assessments paid. The stock is selling now at less than the amount of assessment. I cannot advise you to buy it before the company's prospects improve. 2. International Mercantile common has advanced so materially

(Continued on page 273)

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JASPER'S HINTS TO MONEY-MAKERS

(Continued from page 272)

of late that its possibilities seem to have been discounted. The plan adopted to readjust the company's affairs levied no assessment on the stock, except \$1 per share for committee expenses.

M., Milwaukee, Wis.: Ford Motor Car Company of Canada paid cash dividends aggregating 100 per cent in 1915 and declared a stock dividend of 600 per cent. The present lower price of the stock is mainly due to this big new issue.

R., East Rochester, N. Y.: The Sterling car has been on the market for some time and seems to be backed by good men. But the advertisement smacks too much of stock promotion. The market is well filled with other already established cars and the stock is highly speculative.

A., Detroit, Mich.: Pennay Motor Company's stock is not an investment but only a speculation. The company is new and its future is problematical. Don't let a low price deceive you. One good dividend-paying \$100 share is worth more than a hundred \$1 shares of an untried concern.

H. F., Brattleboro, Vt.: Argentine Government 5's are procurable in \$100 denominations, and can be purchased on a partial payment plan of \$5 or \$10 down, and \$5 or more per month. Their recent selling price has been 87, at which price they yield 6 per cent. Though these bonds are well regarded, all foreign bonds are selling at relatively low prices, due to liquidation from abroad, and the influx of hundreds of millions of war loans.

T., New York: Kennecott and Ray Consolidated are among the most desirable of the copper stocks, and are fair purchases at present prices. I would not advise you to buy any of the low-priced coppers. Cosden Oil & Gas Company at the prevailing price is a fair speculation. Railroad stocks that may safely be bought on reactions are Atchison, New York Central, Union Pacific, So. Pac., Northern Pacific, Great Northern preferred, Reading, C. C. C. & St. Louis, pfd., Lehigh Valley, Norfolk & Western.

O., Fort Arthur, Texas: U. S. Realty & Improvement, par \$100, is selling at \$29. Its stocks and bonds outstanding aggregate about \$28,000,000, while its equity in real estate is only about \$21,000,000. It pays no dividends. The future price depends on improvement in real estate in New York. Texas Company had a very good year in 1915. The speculative possibilities have been discounted by its present high price, on which the dividend of 10 per cent. yields but a little over 5 per cent.

C., Oswego, N. Y.: United Railways Investment Co. controls the Philadelphia Company, a public utility concern, United Railroads of San Francisco and four other public utility corporations. Capital stock \$31,000,000 common and \$6,000,000 cumulative 5 per cent. pfd. In 1900 and 1901 a scrip dividend of 2 1/2 per cent. was paid on pfd.; none since. No dividends have been paid on common. The bonded debt is \$18,744,000. The stock, par \$100, is selling, common \$9.25, pfd. \$18. I cannot advise its purchase nor foresee its future.

S., Rochester, N. Y.: Pure Oil (par \$5) was quoted recently at about \$19. From June, 1914, to March, 1916, it paid no dividends, but on the latter date it paid 6 per cent. regular and 50 per cent. extra. In June, 1916, it paid 6 per cent. regular and 30 per cent. extra. The company is gradually retiring its pfd. stock, of which only \$180,000 is now outstanding. It has no bonded debt. Its financial condition is excellent, the total surplus exceeding \$10,000,000, or more than twice its outstanding stock.

O., Higganum, Mass.: Chesbrough on June 10 declared a stock dividend of 200 per cent., so its capital stock is now three times as large as formerly. This accounts for the reduced quotation of the stock. On June 29 the company paid on its increased capitalization a regular dividend of 3 per cent. and an extra of one-half per cent. This latest dividend disbursement was at a total rate of 14 per cent. per annum, a return of less than 4 per cent. on the market price of the stock. The stock would not sell at present figures if it were not believed the dividend will some day be increased.

C., Ashtabula, Ohio: The Missouri Pacific reorganization plan will undoubtedly be carried out. There is a strong argument for holding on to your stock, instead of selling it. Under the plan each stockholder will receive 4 per cent. general mortgage bonds to the amount of his assessment of \$50 per share. He will also receive stock in the new company to the full amount of the old stock. The new 4 per cent. bonds have already been traded in at around 70. If this price should be maintained and the stockholder should sell these bonds, he would receive back about \$35 per share, so that his net payment in cash would be only about \$15 per share. The new stock is selling, "when issued," at about \$22. If this figure should stand a stockholder who enters into the reorganization will do better than if he parted with his old stock at the present market price of less than \$5. The new stock would, of course, be a long-pull speculation.

New York, August 31, 1916. JASPER.

FREE BOOKLETS FOR INVESTORS
 Readers who are interested in investments, and who desire to secure booklets, circulars of information, daily and weekly market letters

(Continued on page 274)

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To every man and income-producing woman interested in his (or her) financial betterment.

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 Edited by A. W. SHAW

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 If other business men to whom you need to confer the material.

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THE WEGMANN AUTOMATIC DECARBONIZER will remove every trace of carbon from your motor, no matter how choked up it may be, and absolutely prevent any further carbon from accumulating. It is an automatic device, attached to intake manifold and to water supply pipe or water jacket, which injects a fine spray of steam into combustion chambers with mixture from carburetor. This principle of steam scavenging is well known and is used in all Diesel and Semi-Diesel type motors. Its application to the automobile motor is now made possible by this ingenious, automatic device. The

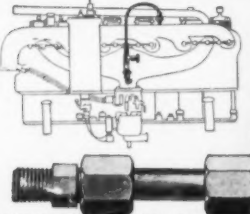
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You may send me by Parcel Post one Wegmann Decarbonizer, for which I enclose \$5, with the understanding that if it is not satisfactory after 30 days' test I may return it and receive my money back as offered to "Leslie's Weekly" readers.

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JASPER'S HINTS TO MONEY-MAKERS

(Continued from page 273)

and information in reference to particular investments in stocks, bonds or mortgages, will find many helpful suggestions in the announcements by our advertisers, offering to send, without charge, information compiled with care and often at much expense. A digest of some special circulars of timely interest, offered without charge or obligation to readers of Leslie's, follows:

How to invest while you save and save while you invest is told in Booklet No. 2, "Installment Investment," prepared by Tefft & Co., members of New York Stock Exchange, 5 Nassau Street, New York. It supplies interesting data and can be had free on application.

The prudent investor does not put all his eggs in one basket and he will be interested in a diversified list of investment bonds issued by E. F. Coombs & Co., 120 Broadway, New York. The bonds are in denominations of \$1,000, \$500 and \$100 and yield 4 to 6 per cent. Send to Coombs & Co. for free list No. 65.

More interest in the copper stocks has lately been shown by the public. Before investing in this kind of securities, everyone would do well to read a book on coppers issued by L. R. Latrobe & Co., 111 Broadway, New York. It gives complete statistics of over 200 companies and will be forwarded free to any address.

The prosperity of Oklahoma has not escaped the notice of investors. First mortgages in a diversified list of commonwealth yielding 6 1/2 to 7 per cent. are offered by Aurelius-Swanson Company, 28 State National Bank Building, Oklahoma City, Okla. A descriptive booklet and a list of loans from \$300 up may be had of this company for the asking.

One may purchase the best class of stocks or bonds by means of a small initial payment and moderate monthly installments. Dividends go to the purchaser and help pay for the securities. Booklet A-2, which fully explains the "Partial Payment Plan," will be sent free on request by Sheldon, Morgan & Co., members of New York Stock Exchange, 42 Broadway, New York.

"What Small Amounts May Mean," is the title of a bulletin on the Partial Payment Plan just issued by John Muir & Co., members New York Stock Exchange, 61 Broadway, New York. This is the third of a series of bulletins which have been issued by the firm outlining specific methods of using the Partial Payment Plan. Other bulletins are to follow.

Opportunities for buying desirable securities at "right prices" open to persons well informed on the financial and business situation. A fruitful source of such information is "The Bache Review," widely regarded as one of the best of the weekly financial reviews. A weekly copy can be obtained free on application to J. S. Bache & Co., members of New York Stock Exchange, 42 Broadway, New York.

A PRINTERS' APPRENTICE SCHOOL

BY F. GREGORY HARTSWICK

A WAY down on Twenty-seventh Street, near Tenth Avenue, where the New York Central toots and grinds and the river craft hoot hoarsely, is an institution of learning supported by a group of wealthy men, yet which is not a charity in any sense of the word; an institution started primarily in the interests of employers, yet which receives the full and hearty support of the Union whose members are employees under those same men; an institution whose executive board, consisting of the most prominent men in the publishing business, holds its annual meetings in the basement of a model tenement on Twenty-eighth Street and Tenth Avenue; an institution which is a paradox. And the name of this inconsistency is "The New York School for Printers' Apprentices."

It was not so long ago—easily within the memory of the older employers of the craft—when employers objected—and objected strenuously—to the fact that the Union was giving them poor men. The work of printing makes demands on its followers that are not made in many other crafts. Knowledge of English, discrimination, and above all, ability to "use the head" are requisites, not mere desirabilities. The average boy who went into his five-year period of apprenticeship in the Union received his full-membership card with a thorough foundation in the technique of the composing-room, but with practically nothing else. And a great deal more than ability to distinguish between Bodoni and Puritan Bold, and a knowledge of the intricacies of the Mergenthaler machine, are necessary if good work is to be done. The School is designed to supply these deficiencies.

I had the privilege, not long ago, of attending the annual meeting of the Employing Printers' Section of New York; and I received much enlightenment on the subject of the relations between employer and employed, as well as an insight into

the methods of the school: subjects on which I had been theretofore grievously ignorant. When such men as Charles Scribner, Sr., Charles Francis, L. A. Hornstein, and many others whose names are known everywhere in the printing world, get together to do a thing, it is a fairly reasonable prognosis that it will not only be done, but done well. And the brief glimpse I had of the school itself convinced me that their object was indeed being superlatively well done. There were classes in English, composition, punctuation and grammar; there were boys setting up and distributing type from manuscript copy; there were samples of hand-lettering—and good samples they were—on the walls. When one considers that no boy can enter the school unless he has had two years' experience—a necessary condition, as otherwise there would not be accommodations for all applicants—it is easy to understand that the apprentice is graduated well on the road to become an expert.

This is not an article on the school in all its details, but a general outline of its object and accomplishments; so I shall not go into the details of its finances, methods, rules, and the like. Suffice it to say that the men who undertake the expense—a very slight one indeed—of sending their employees there, look upon the money in the light of an investment, from which hundred per cent. returns are expected—and received. No more do the employers rave at the Unions for the poor workmen they supply; the Union and the employer have united, to the good of both. The employers have realized that it was not entirely the Unions' fault that the men supplied were not up to standard; and the Unions know that it is to the best interest of themselves as well as the employers that the men be trained thoroughly before they receive their qualifications as full-fledged master-workmen. The school marks a great step in advance in the ancient and honorable craft of printing.

The investor who takes expert advice has the best chance of getting good bargains. The well-known bond house of N. W. Halsey & Co., 49 Wall Street, New York, carefully investigates the merits of bonds and studies the need of buyers. The firm carries a complete list of income-tax-free municipals, railroad and public utility bonds. Send to it for list L-40, giving specific information regarding the issues referred to.

Standard Oil securities are highly regarded because the companies are ably managed, pay generous dividends and roll up big surpluses. A pamphlet worth having, issued by Slatery & Co., investment securities, 40 Exchange Place, New York, presents a list of Standard Oil which are in a position to declare stock bonuses or extra cash dividends to their stockholders. Ask the firm to mail free to your address 23-D, including Standard Oil statistical handbook and booklet explaining "The Twenty Payment Plan."

Nothing can be safer than an investment in first-class first mortgage real estate bonds. Securities of this character based on well-located property in leading cities and yielding 5 1/2 per cent. are obtainable of the old-established firm of S. W. Straus & Co., 150 Broadway, New York, and Straus Building, Chicago, in denominations of \$100, \$500 and \$1,000. Circular No. H-602, which this firm will send free to any applicant, contains full particulars.

First farm mortgages are held in high favor by conservative investors. Any one having as little as \$100 may share in the advantages of this form of investment. Farm mortgage securities paying 5 to 6 per cent. have long been dealt in by the American Trust Company of St. Louis, whose unique booklet "The Making of a Farm Mortgage," should be studied by every investor. It will be mailed free to all who will write for Book No. 120 to Investment Department, American Trust Company, St. Louis, Mo.

Many fortunes have been made through shrewd real estate investments. Chances to acquire money in that way still exist. The proposition of the Northwest Townsite Co., 204 Chestnut Street, Philadelphia, Pa., is attracting investors. The company offers to sell on easy payments—\$25 down and \$10 per month for 60 months—one centrally located property in each of five growing cities on transcontinental lines in the Northwest. Send 10 cents to the company and receive its richly illustrated book, "The Way to Win," which gives a clear idea of its enterprise.

The level of security prices now depends upon the gigantic financial operations being arranged between London and New York bankers. An understanding of these operations may be had by reading a book jointly written by J. F. Johnson, Dean of New York University, H. M. Jefferson, Auditor New York Federal Reserve Bank, and F. Escher, Manager Commercial Security Company, and included in the business course of the Alexander Hamilton Institute. Interested investors should write to the Alexander Hamilton Institute, 370 Astor Place, New York, for a free copy of "Forging Ahead," in which this course is described.

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may be relieved quickly with Absorbine, Jr. Don't be inconvenienced and annoyed with tired, aching muscles. Massage the parts with Absorbine, Jr., and rout out the trouble—it reduces soreness and inflammation effectively and in a pleasant manner.

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